A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

March 7, 1966

Hands of Viet-Nam need technical guidance

Business Bulletins *from around the world*

ALGERIA—Crude petroleum production declined slightly in 1965 to 26.5 million tons as a result of saturation of pipelines. Nearly all crude was shipped to France, other European Economic Community countries.

Average 30% reduction in gas prices for domestic users became effective this year along with uniform gas price. Electricite et Gaz d'Algerie (EGA) is in process of changing from manufactured to natural gas; expects that by 1970, all domestic needs will be supplied by Algerian natural gas.

DENMARK—Ford of Denmark plans to convert its present auto assembly plant to manufacture of industrial excavation and ditch digging equipment. Production will be for entire European market. Ford of Denmark to continue operation as importer of vehicles, chiefly from Germany, United Kingdom.

Shipyards will receive orders from Poland for construction of seven factory trawlers of approximately 2600 d.w. tonnage and two (3,000 and 4,500 GRT) refrigerator ships. Research presently underway to design more universal filleting installation for trawlers, one to permit processing various sizes, types of fish caught on voyage. Studies indicate that there is excessive down time when separate equipment is carried for redfish and in several sizes for groundfish.

FRANCE—Workweek in industry and trade averaged 45.9 hours at end of September 1965 compared with 46 hours in September 1964 and 45.8 hours at the end of second quarter of 1965. As of Oct. 1, 1965, 11% of blue collar workers worked 40 hours a week, 1.6% worked under 40 hours and 75.7% worked over 40 hours, of which 11.7% worked over 53 hours. Workweek ranged from 41.9 hours in clothing industry, 42.8 hours in textile sector, to 47.3 hours in metal manufacturing and 50.2 hours in public works and housing construction.

Imports from U.S. declined in 1965 to $1,088.3 million—decrease of $48.2 million, or 4.2% by comparison with 1964. Total imports reached $10,348.9 million, rising $278.4 million or 2.8% above 1964. U.S. share of French import market dropped from 11.3% to 10.5%.

Annual wage ceiling used for calculation of social security contributions raised from $2,448—$204 a month—to $2,592—$216 a month. Increase broadly reflects wage increases for period October 1964-October 1965. In terms of social charges, the $12 a month increase in wage ceiling will be reflected in both worker and employer contributions for all workers with taxable earnings ranging from $204 to $216 a month.

IRELAND—Aer Lingus contracts for purchase of three new U.S. commercial jets (one Boeing 707-320c and two Boeing 737s) at estimated cost of $15 million. The 707 scheduled for delivery in May 1967 and 737s for delivery in 1968.

NETHERLANDS — January-October 1965 sales of gas-fired room heaters jumped to 300,000 units, 180% over like period 1964. In contrast, combined sales of coal and oil room heaters fell 59% to 130,000 units.

Advertising expenditures in 1964 amounted to $218 million, 16% above previous year.

Netherlands State Mines and Koninklijke Zou-Ketjen to participate jointly in production of polyvinyl chloride. Construction of new facilities, costing $23 million, will be completed in mid-1968.

NORWAY—Elektrokemisk, A/S, country's 10th ranking firm in terms of total sales, has taken over controlling interest in the north Norwegian mining and metals concern A/S Sulitjelma. This expands Elektrokemisk's activities in mining field. A/S Sulitjelma has annual output of 90,000 tons pyrite, 2,000 tons of zinc concentrate and 5,000 tons blister copper. Elektrokemisk is basically engineering firm specializing in designing and constructing electric iron and steel furnaces. Company has begun diversification program including production facilities for primary aluminum, ferroalloys, pyrite mining, rock-wool insulating materials.

SINGAPORE—Cocoa and chocolate factory opened in Singapore. Plant, which has paid up capital of about $670,000, is joint venture between W. R. Grace Co. of New York and Singapore businessmen. It receives most of its cocoa beans from east coast and Borneo areas of Malaysia; has begun exporting to nearby countries.

SPAIN—Preliminary reports indicate that imports in 1965 were valued at slightly over $3,000 million, of which $527.4 million or 17.4% came from the U.S. Total exports last year were $944.5 million, of which $114.5 million or 12.1% went to U.S. By comparison, imports in 1964 amounted to $2,300 million with U.S. share being $352.2 million or 15.6%. In that year exports were $954.5 million, of which $96.4 million or 10.1% were shipped to U.S.

SWEDEN—Building maintenance firm begins to sell its services abroad. Company in Malmo, which operates in 17 cities in Sweden, has established branch in London called Scandinavian Cleaning Co. According to press, firm plans to expand operations to other West European countries.

Press reports that paper mills plan to increase production by one million tons during next five years. Current production of paper is 3.3 million metric tons.

Swedish Airlines System (SAS) announces decision to order 10 DC-9-40's having passenger capacity of 107 for short and medium range service. Contract amounting to $45 million calls for delivery in 1968. SAS in 1965 ordered eight DC-8 jet planes designed for long-range air traffic.

U.S. Department of Commerce

John T. Connor
Secretary

Alexander B. Trowbridge
Assistant Secretary for Domestic and International Business

Lawrence A. Fox
Director, Bureau of International Commerce

Clarence M. Zens
Managing Editor

Americo A. W. Favale
Director of Graphics

Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must submit $25.00 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to any Department Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. Address changes should be sent to the Superintendent of Documents.

Address correspondence concerning editorial content to: The Editor, International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on May 24, 1961.

the cover

Preparing cable and terminal blocks for installation in the central office for 21 provincial cities, the owner of these hands is a Saigonese girl who is part of the young Vietnamese electronics and telecommunications industry. Work like this will have much to do with winning the peace and building a better future for her country. For a report on a recent small business investment mission to Viet-Nam, see pages 2 to 17.

International Commerce

Published by BUREAU OF INTERNATIONAL COMMERCE

March 7, 1966 — Volume 72, Number 10

Special Report

Investment mission reports on Viet-Nam

Pages 2-17

FEATURES

18 First manufacturer to export jewelry to Czechoslavia wins two silver medals; presentation a fitting climax to year-old tale of five cities

20 Montreal's coming world's fair, Expo 67, has detailed plans to make the exhibition a trading place for businessmen from U.S. and other countries

TRADE FAIRS AND CENTERS

23 Italy's durable goods industries need advanced metal finishing equipment, are attracted to U.S. products; Trade Center in Milan schedules show in May

WORLDWIDE BUSINESS OUTLOOK

27 Australia started 1966 with continuing strong economy and generally high level of commercial, industrial activity but uncertainty noted in some quarters

30 British Honduras invites investors; U.K. territory aims for independence before 1970 as new nation of Belize, has many attractive features for U.S. firms

FOREIGN GOVERNMENT ACTIONS

38 Uncommonly large number of recent approvals of investments indicates Greece may be cutting red tape; Costa Rica simplifies industrial law procedure

U.S. GOVERNMENT ACTIONS

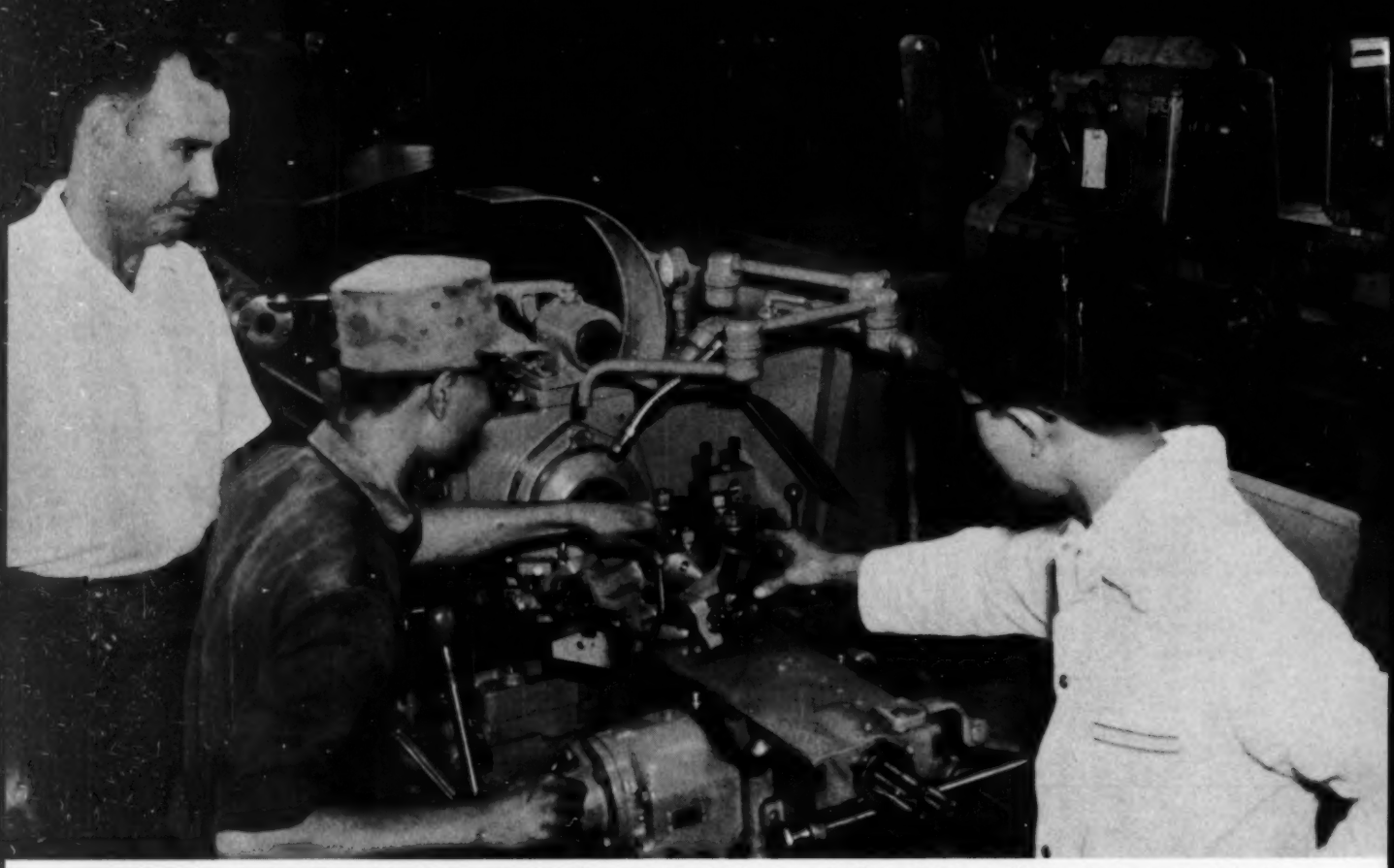
39 Commerce Department reports export license approvals for Eastern European countries total $41.3 million in fourth quarter; agricultural goods head list

INVESTMENT OPPORTUNITIES

41 Members of the small business investment mission to Viet-Nam, following personal interviews with businessmen there, report wide variety of offers

WORLD TRADE OPPORTUNITIES

44 Several countries invite bids
44 Leads for exporters
49 International representation
51 Leads for importers
51 New trade lists
52 Visiting buyers



TEACHERS from Southern Illinois University, on contract to AID, are helping build a corps of skilled technicians in Viet-Nam for its growing industries.

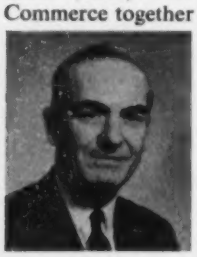
BUSINESSMEN'S EYE VIEW

Saw Viet-Nam at work

Mission sponsored by AID took close look at industry in Saigon area, urges investment

By H. BEEMER and W. HAYDEN
Mission Director and Investment Officer

The Agency for International Development (AID) and the Department of Commerce together have initiated a number of techniques to assist industrial development in various developing countries such as the Republic of Viet-Nam. These include the identification of investment opportunities in such countries, the solicitation of interest by U.S. firms in exploring these opportunities, and specific assistance to firms which decide to investigate the opportunities and undertake investments.



BEEMER

Although these efforts have had considerable success in some areas, it was believed that they should be supplemented by a more specialized approach in the case of South Viet-Nam, where both because of lack of information and the current hostilities, U.S. investment has been at minimal levels.

A small business investment mission, sponsored by AID and supported by the Department of Commerce, thus was formed recently and visited South Viet-Nam to take a close look at the industrial sector of that country. Comprised of six businessmen representing diversified sectors of American industry, two Congressmen, and a representative each from AID and Commerce, the mission concentrated its attention on observing, exploring, and identifying specific investment opportunities which could be developed, particularly on a joint venture basis for the mutual benefit of American and Vietnamese partners. Aims were to pinpoint industrial activities which could utilize indigenous resources, reduce imports and lead to savings of foreign exchange, and eventually to exports and foreign exchange earnings.

HAYDEN

The mission met with key representatives of the Industrial Development Center, Chamber of Commerce, and Confederation of Industrialists and Craftsmen. The meetings developed a number of investment opportunities for which Vietnamese businessmen were looking for business partners

from the United States, with equity participation ranging from technical assistance only to majority capital investment.

These opportunities, some of which are listed on pages 41-43 of this issue of INTERNATIONAL COMMERCE, are directed at establishment of profitable business enterprises to produce locally the goods required primarily for the civilian economy, but also for military needs so as to conserve foreign exchange, and, significantly, to help build the economic base required in winning of the peace.

For joint ventures

A wide range of product lines or business activities are offered for joint ventures. Included are the manufacture of synthetic yarn; blankets; nonferrous castings, brass valves, and aluminum pistons for motorcycles; wall tile, sanitary ware, and electrical porcelain; bricks; electric motors (¼–5 hp.); foam rubber and other rubber materials; cosmetics; ceramic floor tile; flashlight batteries and cases; motorbikes (all parts except engine, tire, and ball bearings); baby foods; flour; concrete blocks and prestressed slabs; fluorescent whitening and other dyes; machine tools; poly vinyl chloride (acetylene process); and pharmaceuticals.

Activities include modernization of canning plants and initiation of freezing facilities, establishment of printing and engraving plant for production of luxury printed items, assembly of small autos and manufacture of parts, and expansion of metallurgic operations.

Additional areas surveyed by AID's U.S. Operations Mission in Viet-Nam as potentially good prospects are the production of water meters, irrigation pumps, hardware, small handtools, special farm and mechanic's tools, seam-welded pipes (½"–4" diameter), rolled aluminum, quality paper bags, steel ingots, diesel engines for fishing fleet, centrifugal cast iron pipes (4"–20" diameter), agar agar, soda ash, urea fertilizer, kraft sulfate pulp, quality kraft paper, newsprint, cement, and calcium carbide.

Since division of the country in 1954, local businessmen have been the heaviest investors, making such varied items as household utensils, paints, medical supplies, condensed milk, plastic goods and finished textiles. These businessmen are looking for partners to modernize and expand present businesses and to establish new ones as well.

Today there are 21 industrial and commercial firms in South Viet-Nam in which Americans hold majority or appreciable minority control. Also, more than 100 non-U.S. firms act as agents for U.S. companies in South Viet-Nam.

The size of investment by American firms, although only a small percentage of the total investment in the country, has been significant. For example, two American oil companies—Esso Standard Eastern and Caltex—have long had large investments in the country. Johnston Development Corporation's Viet-Nam American Textile Company, has an investment of $300,000; Foremost Dairies, Inc., $300,000; Parsons & Whittemore, Inc. $1 million. Brownell Lane, local distributor for Allis Chalmers Mfg. Co., assembles earthmoving equipment. The American Trading Co., Inc., a contract distributor for International Harvestor Co., is assembling tractors.

The Government of South Viet-Nam recognized early the urgent need for establishment of an industrial base to provide jobs for the people, an adequate standard of living, and a change from dependence on the import of all but a few manufactured goods. Special incentives and inducements were provided by the Government to attract investors. As a result of the natural initiative of the Vietnamese people, and the inducements offered, many small industries have been started.

The United States has already assisted very considerably in this industrial growth by granting dollars for the purchase abroad of capital machinery and equip-

Although a report from Viet-Nam obviously has special aspects at this time, the businessman-to-businessman approach found in all INTERNATIONAL COMMERCE trade mission reports is carried out in this section. Readers who have noted valuable trade or investment opportunities brought back by U.S. businessmen from all parts of the world will find the observations on pages 2-17 and 41-43 of interest.

A small-business investment mission from the United States visited South Viet-Nam recently to appraise the country's industrial development and to bring back specific joint venture and licensing proposals from local businessmen. The group traveled to Saigon and several other cities.

Two members of Congress from New York, Reps. Lester L. Wolff and Seymour Halpern, joined six U.S. businessmen as participants. Several years ago, Congressman Wolff served as Chairman of the Advisory Committee of the Subcommittee on Consumers Study of the House of Representatives. Congressman Halpern was a member of the New York State Senate, 1940-54.

H. L. Beemer, Chief of the Division of Private Enterprise and Industry, Bureau for Far East, Agency for International Development, was the Mission Director. Before he entered Government service, Beemer spent many years with private industry in the Far East and Southeast Asia, including Saigon.

William R. Hayden, Director of the Commerce Department's Foreign Communications Division in the Office of Foreign Commercial Services, was the Investment Development Officer. When Hayden first came to Commerce, he was the Department's Viet-Nam Desk Officer.

Mission members submitted individual reports that accompany the Director's report and several general articles prepared by AID for this special section of **International Commerce.**

The businessmen are from companies representing a wide range of commercial activity.

Frank M. Cruger is president of the Indiana Manufacturers Supply Co., distributors of industrial equipment and machinery. He is also vice president of the Machine Products Corp., of Dayton, Ohio.

Hyman Kauff started his own business in 1935. In 1961, he merged with the Colonial Corporation in New York and became a director of the company. Colonial manufactures such items as shirts, pajamas, draperies, and spreads.

Edward Korenvaes is executive vice president and director of the APL Corp., Brooklyn, N.Y. Formerly he served as president of Akorn Housewares Corp., Brooklyn.

H. H. Loeffler, president of the Exeter Paper Co., Inc., Chicago, speaks both German and French. He has a broad knowledge of packaging.

James E. Parks, general sales manager of Elmer R. Kissack Co., of Scotts Bluff, Neb., for 13 years was sales manager of Lockwood Graders Corp., manufacturers of agricultural machinery.

Elmer T. Salgo has been president of Interkiln Engineering, Inc., Houston, Tex., since 1954. He is a member of the National Society of Professional Engineers and the American Ceramic Society.

BUSINESSMEN MEMBERS, Mission Director, and Investment Development Officer met with an AID official before takeoff to appraise industry in South Viet-Nam. Left to right: Kauff, Cruger, Salgo, Poats (assistant administrator of the Bureau for Far East, AID), Leoffler, Beemer, Parks, Hayden, and Korenvaes.

ment. Almost 800 industries have been started or expanded through the U.S.-financed Commercial Import Program in the ten years since that program was first introduced.

Active program

AID has a comprehensive and active program is South Viet-Nam. Objectives were summed up by David E. Bell, Administrator of AID when he said, "Aid to Viet-Nam is tailored to meet the needs of the country and the people".

Thus, Americans are working with the people and the Government of South Viet-Nam to give them a decisive role in determining where and how assistance can be best applied. U.S. officials of the assistance program work in all provinces as well as in Saigon with the central government.

Projects are developed to include improved agricultural techniques, better health benefits, new hospitals, additional wells, canal dredging and new waterways for irrigation and transportation. They review with Vietnamese officials the country's revenues from taxes and import duties and foreign exchange earned from exports to arrive at a solution to best use of funds available.

Power in sufficient quantities for local industry would be available, but presently half of the main line generating capacity has been cut off by sabotage. The Da Nhim hydroelectric project, 180 miles north of Saigon, has two 40,000-kilowatt units, and will have four 40,000-kilowatt units when completed.

In the Saigon area, a thermal plant plus diesel power are responsible for 70,000 kilowatts, and there is to be completed a new thermal plant of 33,000-kilowatt capacity. Larger cities have diesel power generators. Most industries have their own diesel power operations, for experience thus far has proved that self-owned facilities produce at lower cost and greater reliability than main line power.

Normally labor would be in plentiful supply; but at present there is a scarcity of skilled labor and supervisory personnel. Women workers and men exempted from military service constitute the main source of the present supply.

The population of South Viet-Nam is very young with 52% of the 16 million under 20 years of age. The average density is 137 inhabitants per square kilometer, with an estimated 28,059 per square kilometer in Saigon. Population in cities has been increasing rapidly as rfefugees leave insecure rural areas. The Saigon-Cholon area is made up of about 2 million persons; Da Nang, 154,000; Hue, 117,000; Phan Thiet, 62,000; Nha Trang, 57,000; Dalat, 57,000; and Can Tho, 77,000.

Plans are now being made to carry the information gained by the investment mission to members of the business community in the United States, to encourage them to participate in the industrial development of South Viet-Nam.

New factories for South Viet-Nam are on the drawing board or actually under construction. Additional ventures are being proposed for partnership with U.S. capital. The Industrial Development Division of USOM, together with all other parts of the U.S. Government, stand ready to help American business firms willing to invest in South Viet-Nam.

More information

U.S. businessmen interested in investing in South Viet-Nam may obtain additional information from the Investor Services Division in the Commerce Department's Bureau of International Commerce.

Write: Office of International Investment, BIC-8630, Department of Commerce, Washington, D.C. 20230.

Viet-Nam needs investors

U.S. business can help form sound economic base by joint ventures, technical help

The U.S. businessman can help to produce a sound economic base in South Viet-Nam and thus to assist materially in achieving the objectives our Government and that of South Viet-Nam through one of the many investment opportunities there. In addition, joint agency arrangements and technical assistance are badly needed to stimulate business growth.

Such steps are in keeping with the stated views of President Johnson that economic development is the only long-term answer to the communist challenge in Viet-Nam.

The people and companies who can help launch and operate industrial enterprises in South Viet-Nam are those who already are experienced in setting up and in operating industrial plants. Help is needed in improving operating, management and financial practices in already existing plants. To meet such requirements, investment of the energy and ingenuity of the U.S. business community is urgently needed.

Industrial production and other business activities have continued in South Viet-Nam, even during the most dangerous periods. The variety, volume, and quality of output have improved markedly since 1954, when North and South Viet-Nam were partitioned at the 17th parallel. This industrial activity may not be considered a boom by Western standards; but the relative intensity of activity is impressive. Many commonplace items of every-day comfort and usefulness which once were imported today bear the stamp, "Made in Viet-Nam"—for example, zippers, batteries, ballpoint pens, sweetened condensed milk.

Farming in south

Historically, the country was centered in two rich agricultural areas, that in the south centering around Saigon, and the other in the north, centered around Hanoi. Saigon, in particular, served as a collection center for shipment of agriculture produce and as an entreport for South Viet-Nam, Cambodia and Laos. Mineral resources in the north led to the early development and concentration of industry in that area. The southern part of the country, known largely for its rubber and rice production, was and is largely agricultural.

War damage to plantations, an influx of hundreds of thousands of refugees from the north, and the need to carry on a long and costly war against the insurgents aggravated the already strained economic basis of the new country of South Viet-Nam and forced the Government to increase agricultural production and to develop a program for industrialization of the country.

Initial efforts centered on textiles and processing and packaging industries, and gradually expanded to a variety of small-scale new industries—such as cement, paper, and beverages.

The Government of South Viet-Nam has committed itself to developing a society based on private enterprise and initiative. It follows that the Government must devote itself to establishment of an investment climate which will encourage the private investor to risk his capital to participate in that development. The need for rapid industrialization in a wartime economy has necessarily brought about problems in establishing a favorable climate. Part of the problem is the need to develop a trained, experienced and intelligent management and labor force. Sound investment climate also calls for experience and integrity in Government service and a sound monetary and fiscal policy.

Incentives offered

The Government in 1957 made its first declaration of policy both to guarantee foreign-owned enterprises against nationalization and expropriation without due compensation, and to stimulate foreign investment through lenient fiscal practices.

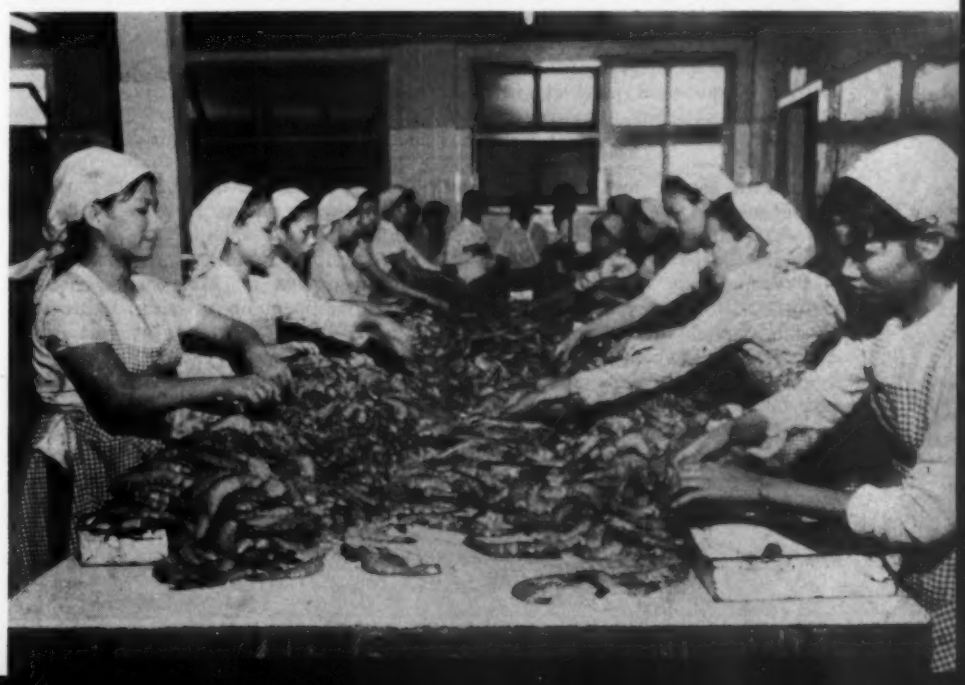
In 1963 the Investment Law was made effective to provide additional advantage to foreign investors, by putting foreign-owned enterprises on an equal footing with Vietnamese, and to provide approved foreign private investors with added fiscal, exchange, and general incentives. Again in 1964, the Government re-emphasized its intention and aim to stimulate the expansion of private enterprises and to encourage the growth of necessity goods and export goods industries.

In 1957 the first 5-Year Economic Development Plan was implemented with the specific objective of providing opportunities to private enterprise. In 1962 the second 5-Year Economic Development Plan was established with its aim to boost economic growth and to promote substantial investments.

The Government of South Viet-Nam appeals to both foreign and domestic capital to make full use of the human and natural resources in South Viet-Nam to produce within the country as much as possible of the requirements for manufactured goods.

To assist in the building of a broadened economic structure in South Viet-Nam, the Government has enacted several con-

SOME SMALL PLANTS are canning fish for domestic consumption, some firms are interested in expansion.



Market Profile—Republic of Viet-Nam

Area: 66,000 square miles—about size of New England. Mountainous in north and central areas; southern portion dominated by Mekong delta.

Population: More than 16 million, 2 million in Saigon-Cholon area. About 85% are Vietnamese; remainder are mountain tribes and small numbers of Chinese and Cambodians. Annual growth of 2.8%.

Currency: Piaster of 100 centimes; official rate, 35 piasters = US$1. For export-import transactions, 60:1; for investment of capital and capital repatriation, 73.5:1; for U.S. military scrip, profit remittances, royalty payments, ocean freight, 118:1.

Gross national product: $1.8 billion (est. 1964); per capita GNP, $115. Economy is largely agricultural, with little mineral resources and limited light manufacturing.

Agriculture: 35% of total area is cultivated. Rice is most important crop. Rubber is next in importance, followed by corn, copra, tobacco, sugar, and tea. Rubber plantations are largely French and Belgian owned.

Manufacturing: Largely concerned with processing of agricultural products. Number of other light industries, principally textiles, chemicals, paints, paper, plastics, glass, and rubber products, concentrated in Saigon-Cholon area.

Transportation: Railroad lines connect main cities along coastal plain. 12,300 miles of highways of which 60% are improved; many roads impassable during rainy season. Saigon, 45 miles from the sea, handles bulk of ocean shipping. Airport at Saigon is served by international airlines; Air Viet-Nam normally provides domestic and regional flight services.

Electric power: Estimated 600 million kw.-h. generated (1964). 90% of electric output is generated in Saigon area.

Finance: Budget deficit largely supported by foreign aid. Total 1965 expenditures estimated at $866 million of which $507 million allotted for defense. Domestic revenues totaled $228 million. Banking system consists of government's National Bank and 14 commercial banks.

Foreign investment: Bulk of foreign investment is French, which is declining. U.S. investment is small, limited to textiles, dairy products, paper, equipment assembly operations, and distribution of petroleum products. Vietnamese Government offers fiscal and other incentives to foreign investors. AID investment guaranties of 100% are available to U.S. investors in Viet-Nam for losses through war, expropriation, insurrection, and inconvertibility. Alternatively, a guaranty of up to 75% is available against virtually all risks, including those of a commercial nature.

Foreign trade (1964): Total exports (f.o.b.), $48.4 million; primarily rice and rubber. Major markets: France, Germany, U.K., Japan. Total imports (c.i.f.), $326 million, financed mainly by U.S. aid. Major suppliers: U.S. (47% of total), Taiwan, Japan. Major imports: foodstuffs, transportation equipment, machinery, and crude materials.

International reserves: About $177 million, end of 1965.

cessions to assist local investors and to encourage foreign investment. For approved enterprises, these basic concessions are:

- Profits may be remitted annually up to 20% of the value of the original foreign capital investment plus subsequent increases in capitalization; and after five years, capital may be repatriated each year up to 20%.
- During the first five years of operations, industrial and commercial enterprises are exempted from payment of the profits tax.
- Real estate tax exemption is provided during the first three years of operation.
- Import duties are not imposed on the industrial machinery component of the investment or on initial spare parts.

Limiting factors

Special problems, however, confront the investor in deciding whether to invest in Viet-Nam. Major impediments, as seen by the Mission and by businessmen currently doing business there, are:

The threat to the sovereignty of Viet-Nam by the communists; problems of the Government in conducting business at the same time a war is being fought in the country; problems of dealing with Vietnamese Government agencies administering the investment program; inflation, running at about 30% a year; shortage and lack of mobility of manpower, particularly skilled, technical, and administrative; port congestion and military/AID priority on cargo space; difficulties stemming from the multiple exchange rate system; traditional emphasis on quick turnover activities—commercial, foreign exchange, commodities, and real estate which have received supporting funds, in part, by AID programs; and shortage of supporting facilities, such as transportation, communications, and credit sources.

Insures investors

To stimulate U.S. investors, an Investment Guaranty Agreement was signed on Nov. 5, 1957, under which the U.S. Government will undertake to insure investors against the risks of investment in South Viet-Nam. Under the agreement, AID offers a specific risk guaranty against losses through inconvertibility, expropriation, war, revolution, or insurrection. A guaranty of 75% of an investment against all risks, including those of a commercial nature, also is available. Another service provided is conditional payment of up to 50% of the cost of a pre-investment survey which may be undertaken by the U.S. investor (see page 12).

New institutions

The Viet-Nam Government recognized the need for new devices and institutions to assist the potential investor. Banking and credit institutions have existed for many years, but it was clear to the Viet-Nam Government that additional facilities were required to meet the demands for even a modicum of industrialization.

Chief among the newly formed institutions is the Industrial Development Center (IDC), the principal public source of credit, credit guarantees, and technical assistance for expansion and modernization of existing industries and creation of new ones.

Another organization, the Financial Company for Industrial Development in Viet-Nam (SOFIDIV) was created in 1961 to play the role of industrial development bank and holding company to make loans in local currency to industry, and to invest equity in new ventures. To date, SOFIDIV has not been utilized to the extent possible.

The National Company for the De-

velopment of Industrial Estates (SONADEZI) was formed to set up special areas for industrial construction.

Industrial development center

The Industrial Development Center was established in 1957 primarily as a government agency whose function was to provide technical and managerial assistance to Vietnamese industry and to make available or to assist private enterprise in securing both foreign exchange and local currency. To achieve its twin objectives, IDC's role is to stimulate and guide investors into economically and technically sound projects, and to create a suitable climate for realization of these projects by developing guarantee plans, initiating commercial bank participation programs and joint financing arrangements, providing a "capital market" and other devices to facilitate or augment the availability of private capital for investment in industrial undertaking.

Three departments

There are three major departments within the IDC: Credit and Investment, Productivity, and Trust. The Credit and Investment Department (CID) functions as a development bank providing medium-term loans of 5 to 7 years' maturity at rates ranging from 3% to 8%, guaranteeing 80% of commercial bank loans made to IDC-approved applicants and investing in selected ventures. Of the approximately VN $1.5 billion in loans and investments made, about one-third has been for equity purposes.

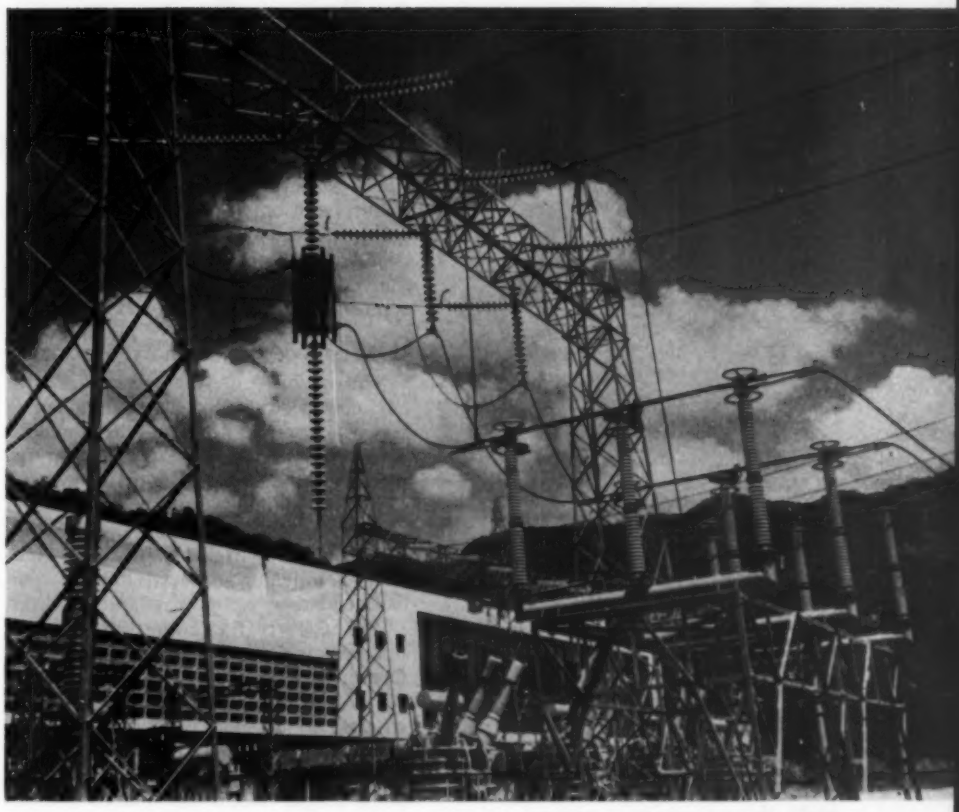
CID also is the connecting link between the Government and private investors on matters of concern to the Investment Commission. The official source for information on procedures prescribed by the Commission, CID is also the contact point for investors either submitting investment proposals or applying for benefits under the investment decree (Decree No. 2/63).

Assistance to management

The Productivity Department provides assistance to entrepreneurs in development of preinvestment surveys, technical and marketing studies, and equipment specifications as well as advice and assistance to management on production techniques, legislation, organization.

The main function of the Trust Department is to manage the interests belonging to the rulers of the former regime and to manage enterprises in which the government has interest. This department is to provide guidance to those state-controlled businesses or industrial activities until such a time as they become attractive enough for private investors to take over.

IDC has been at the center of private industrial development on a continuing basis through several government changes, and its decisions generally have been implemented regardless of such changes.



COMPLEX OF CABLES and condensers transmits power to Saigon, where industrial parks offer facilities.

Development bank

Set up in 1961 by a consortium of bankers, SOFIDIV aims at assisting the private industrial sector in Viet-Nam through grants of medium-term, 5-year loans or equity investments in private ventures for either new projects or plant expansions. SOFIDIV has not been as active as initially planned because of a shortage of funds.

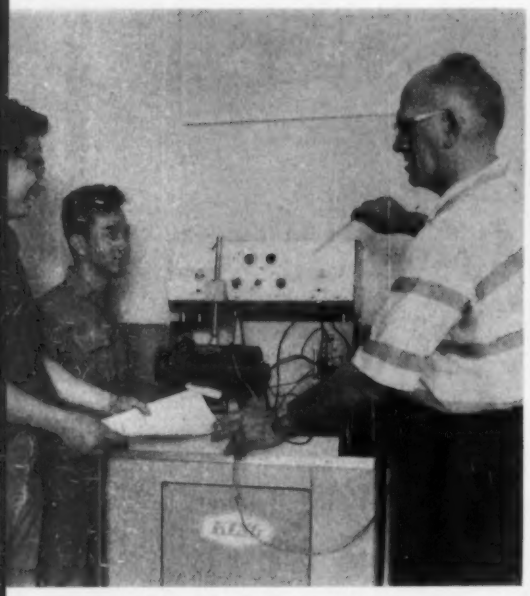
SONADEZI is a result of a joint effort by the IDC and the Port of Saigon to develop an entity which could provide for an industrial complex, easily serviced by existing transportation network, and relieve some of the pressure on the Saigon/Cholon area. SONADEZI's first area of concentration has been the Bien-Hoa industrial park. Several plants have been located at the Bien-Hoa site, including an automotive battery plant, a kenaf bagmaking facility and paper manufacturing establishments.

The Bien-Hoa industrial estate is about 15 miles northeast of Saigon. Flanked on the west by the Dong-Nai River and on the east by the new four lane Saigon-Bien-Hoa highway, it offers excellent sites for industries requiring cheap means of transportation and a ready source of good water. The area is served by a railroad, a highway and a waterway connecting it with the Port of Saigon. Power from the Danhim Dam as well as from the Thu-Duc thermal electric plant is being brought to the area. Docking facilities are being developed by the Saigon Port Authority.

Handicraft center

The Handicraft Development Center, created in 1957, provides technical assistance to craftsmen in the design of products, acquisition of raw materials, and marketing of handicraft products. Although of slight importance to the foreign investor, the HDC activities do bear indirectly on the industrial program in developing greater purchasing power among the rural population.

There are extensive banking facilities in Viet-Nam. Several foreign banks—from Thailand, Taiwan, Japan, Hong



TRAINING GROUND for Viet-Nam's new generation of industrial technicians, Phu Tho school, with AID help, prepares teachers for other schools.

Kong, France, and Britain—are represented. U.S. banks have also made application to the Government of South Viet-Nam to establish branches in Saigon.

Help from private groups

Several private organizations can be of substantial assistance to investors in establishing contacts: the Saigon Chamber of Commerce, the Confederation of Industries and Handicrafts, and the French Chamber of Commerce.

The Saigon Chamber of Commerce and the French Chamber serve as a forum for discussion and a central distribution point for various items of interest to the participants—such as calling to the attention of members various Government decrees and orders which influence business activities. The Confederation, however, is the only private organization concerned with industrial development.

The Confederation, representing more than 5,000 enterprises owned by various nationalities, has as its objective joining the nation's industrial managers and craftsmen to foster industrial development; acting as spokesman to the Government on a national level; and suggesting to chambers of commerce policies and procedures which would resolve various problems of the business community.

The Confederation is equipped to develop information on productivity market situations and a host of other problems. In addition, it has research offices which furnish information to public and private organizations such as the Labor Court, Saigon and Da Nang Chambers of Commerce, Industrial Development Center, and Port of Saigon.

The joint efforts of these organizations, particularly the IDC, have resulted in a rapid rise in invested capital in the industrial sector. The prime source of funds has been the local business community with only marginal inputs of new private foreign funds. The effect of this de facto development has limited the industrial effort to small, relatively unsophisticated ventures.

U.S. commercial import program

The majority of Vietnamese industry dependent on imported raw materials secures material through the financed assistance provided by the U.S. Government's Commercial Import Program. Major commodity imports are textiles raw material, fabrics, yarn and thread, and machinery; iron and steel mill products; petroleum products; milk; chemicals; electrical equipment, and fertilizer.

The CIP is the largest program in dollar value administered by the U.S. Operations Mission in South Viet-Nam. As with many new nations beginning the struggle to develop economically, Viet-Nam needs to import more commodities and raw materials to meet the daily needs of its people than it can finance from its own resources. This gap between what the country needs to buy and what it sells is filled by the CIP, which applies to such commodities as cement and steel for construction, fertilizers for farm use, petroleum products for transportation and fuel, coal for power, medicine, yarn and a variety of machinery.

Commodities imported under the program are purchased by the Vietnamese importer under a license granted by the Government of Viet-Nam. The goods are purchased from the United States or such neighboring Asian countries as Taiwan, Korea, and Thailand. The U.S. Government pays for these goods in dollars. When the commodities arrive in Viet-Nam, the Vietnamese importer pays the piaster equivalent of the dollar cost. The maximum sales price to the Vietnamese consumer is set by the Vietnamese Government, which levies stiff fines for overcharging.

Once the transaction is completed, the U.S. Government authorizes expenditure of these piasters for support of other development and defense programs throughout the country, except for a small percentage to cover U.S. administrative costs. Thus, the U.S. assistance funds provided serve a double purpose: They make available much needed commodities for industry and the local population and indirectly they pay for other government projects or the salaries of the Vietnamese armed forces.

Approvals of imports of industrial machinery for new ventures and expansion of existing plants under CIP funding for fiscal 1962 totaled US$5,095,525; 1963, $6,328,965; 1964, (U.S. aid temporarily suspended), $1,357,206; 1965, $7,216,005; and 1966 (first 4 months), $9,507,044.

Statistics clearly show the changing composition of the textile industry as raw materials and yarn and thread (primarily rayon) imports have steadily increased, reflecting the growth of local production facilities, and importation of fabrics has markedly decreased. This development also reflects the Government's implementation of its policy to protect domestic industry from external competition.

Opportunities cited

Iron and steel mill products are imported primarily for the construction trade and for container manufacturing. This area seems to offer some investment opportunities.

The milk market currently is met by U.S.-financed PL 480 sweetened condensed milk shipments. In addition, one sweetened condensed milk plant already is in operation and a second plant has been approved. A third plant has been proposed, but further study is required.

The chemical market appears to offer a considerable range of potential projects to produce caustic soda, calcium carbide and several other chemicals.

The Government of South Viet-Nam has expressed interest in the following chemicals: Manganese dioxide, titanium dioxide, sodium and other fluorides, phosphoric acid, sodium bisulfite, sodium perborate, sodium bicarbonate, nitric acid, chrom alum, calcium chloride, citric acid and magnesium, calcium and other carbonates.

In addition, there is a considerable requirement for fertilizer in Viet-Nam as $32 million were spent for such imports under the CIP during 1963 and 1964.

AID has previously secured the services of two U.S. consulting firms to examine the potential for various industries —sugar refining, fertilizer, cement and others. Some, although not the three mentioned, have been implemented; others remain as potential. AID can assist an investor interested in a specific project by presenting the facts as they were at the time of a given study, if a study was made, and also assist him in developing current information on particular projects.

Partners are being sought

U.S. businessmen have chance to help strengthen Viet-Nam's economy

By LESTER L. WOLFF

Member of Congress
Representative from New York

The small business investment mission that went to Viet-Nam recently was a part of a growing recognition that the conflict in that country will never be won through military action alone.

WOLFF

We realize that if the political integrity of nations like Viet-Nam is to be insured, those countries must be economically strong and must have the faith in democratic processes that a decent standard of living encourages. In the long run, the well-being of the people, their opportunity to participate in a government that has their confidence, and a chance to increase their standard of living are the real keys to peace anywhere.

The investment mission, in my view, had a number of purposes:

- To show the Vietnamese people that they have the support of the American people in ways other than military;
- To provide goals and incentives for peace and a healthy local economy maintained through free enterprise;
- To work toward substitution of local production for articles we today supply through foreign aid programs, to make reliance upon the United States less and economic independence greater for the Vietnamese;
- To assist in providing the people of Viet-Nam with the means of greater self-help;
- To show that the United States seeks only to join in a partnership for economic development through free enterprise;
- To provide the U.S. business community with a raison d'etre for constructive involvement in the overall effort against aggression in Viet-Nam;
- To develop a people-to-people program to illustrate democratic capitalism in action against Communist destructiveness and terror.

The recent Honolulu conference stressed the essential principle that the support and allegiance of the people must be won before an enduring peace can be attained. President Johnson has pointed out the importance of the 'other war'—the social-economic revolution for building a new and better economy in Viet-Nam. This is what the mission to Saigon was all about.

Joint-venture business enterprise, bringing together Vietnamese and U.S. investment capital, is a common-sense approach to involving the people in the free enterprise system for their benefit and for the benefit of their nation. It could provide capital for the development of light industry to produce items in short supply. It could provide jobs. It could ultimately help relieve the burden of foreign aid carried by U.S. taxpayers. And it could help give the people a vision of a better life through self-help and individual initiative.

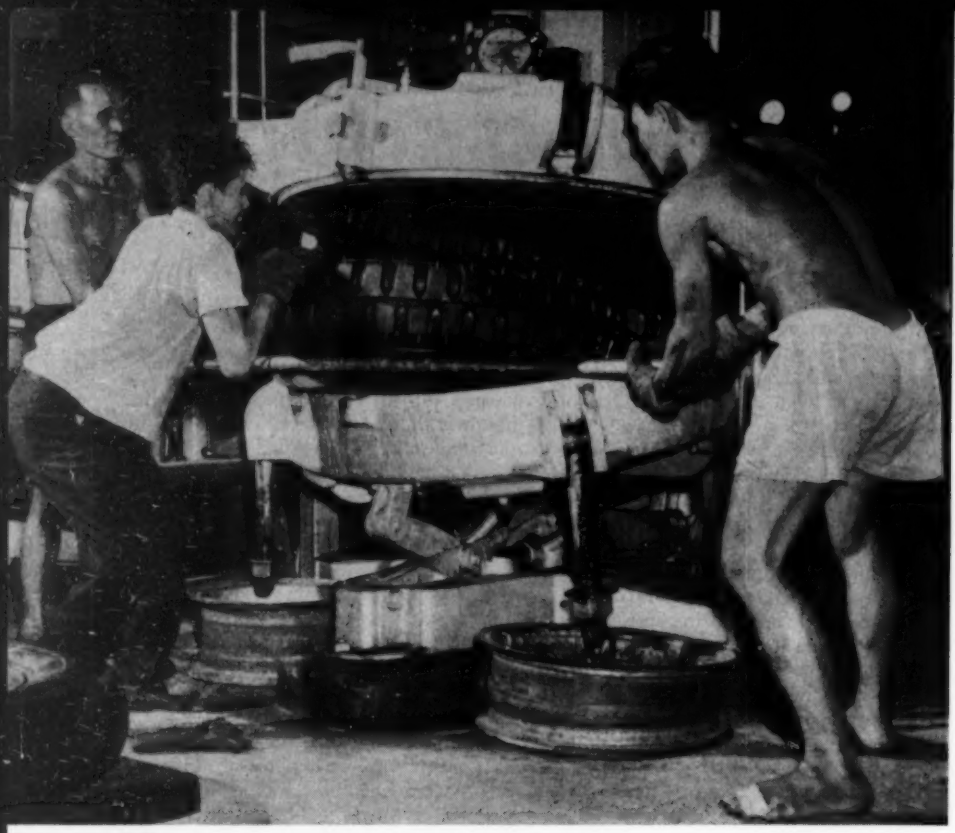
For mutual benefit

Finally, and, I believe, perhaps most important, a U.S. backed effort by American businessmen to strengthen free enterprise in Viet-Nam in partnership with the Vietnamese themselves would be further evidence that the true friends of the emerging nations of Asia are not the Communists who, through terror, subversion, and violence seek to destroy a nation's will to live. To me, it is evidence that one of the strongest friends of the Asian nations is the American business system which is willing to share its knowledge and expertise on a basis of equality for mutual benefit.

Individual effort, the competitive system, the opportunity to work hard under a stable government, has brought the United States to where it is today. Viet-Nam has ample resources and resourceful people. What is needed is the inspiration and capital for them to build for themselves.

By promoting the idea of joint venture investment in Viet-Nam we are bringing into the struggle the dynamic force that built our own nation. This program could demonstrate to all who are watching what business can do to develop and strengthen an economy which in turn further strengthens the will of the people to fight and to build.

THESE CONDUITS carry power lines across rugged hill country to South Viet-Nam's capital city, Saigon.



RECAPPING operation is performed in Viet-Nam too. Country produces rubber, but tires must be imported.

Challenge to U.S. business: share spirited Viet-Nam industry's hopes

Investment mission sees sound prospects in productive activities contributing to social and economic progress

By SEYMOUR HALPERN

Member of Congress
Representative from New York

On my way to Viet-Nam last November, I considered the nature of the situation which prevails there, and the challenge which confronted our small-business investment mission.

HALPERN

We were not going to a country which had mild but persistent economic problems; nor were we going to identify the cooperative efforts our Government might embark upon to assist a war-torn nation readjust to a peace time economy. Such missions had been undertaken before. This one was unique.

We were en route to a country in the throes of a bitter and raging war. Our journey would take us to a land, considerable areas of which were controlled by insurgents bent upon tearing down existing Government institutions. And our goal was to investigate the possibilities for investment by U.S. business enterprises. While the need for U.S. capital and American managerial and technical skills was clear, I could not help but wonder about the prospects of success for this investment under such hostile and hazardous conditions.

After 6 days of intensive observation and investigation, and after copious candid discussions, I can report with assurance, that prospects for success are very favorable indeed.

In addition to offering sound investment prospects, private U.S. participation in the building of a strong economy in Viet-Nam offers, as well, the opportunity to answer a call to commitment. Many U.S. businessmen want to play a part in paving the path to peace in that beleagued nation and careful investment in selected industries can provide a tangible means of doing so.

The Vietnamese people want peace, freedom, and an opportunity to develop their many talents. They want a government which will provide the basis for the attainment of these hopes, a government which can ensure a strong and growing economy to provide them with jobs and necessities of life. To the extent that their government is successful in its efforts to effect the necessary social and economic progress, the vexations of the Viet Cong are vitiated.

Eager to meet challenge

I had the privilege of speaking with many gentlemen representing a cross section of the Viet-Nam business community, including the Vietnamese Confederation of Craft and Industry, and the local Chamber of Commerce. I was greatly impressed with their business acumen, entrepreneurial spirit, and sense of dedication.

They were fully cognizant of their country's need to step up and diversify its productive capacity; Viet-Nam lacks the foreign exchange it would require to continue imports on its present scale, and must more fully utilize its own natural and manpower resources. It is this pressing challenge that they were eager to meet.

These men were businessmen, representing enterprises of every size, from handicraft shops to modern plants. Like businessmen the world over, they knew their capabilities, their potential markets, their strong points and their deficiencies. They knew that to increase their production and to enhance the quality and marketability of their products, they would need U.S. capital and U.S. "know-how."

This need exists across the board: in textiles, in plastics, in the refrigeration and chemical industries. No matter with whom we spoke we learned of a need for private American assistance, and the corresponding opportunity for an attractive American investment.

I think it is worthy of note that any U.S. investment would be protected from the hazards of war. Our Agency for International Development is prepared to guarantee U.S. investments up to 100% against war, expropriation and insurrec-

tion. Moreover, under the extended risk guarantee program, AID would be prepared to guarantee up to 75% of these investments against all other risks, including commercial risks.

I think it is important for potential corporate investors to know that their concerns could play a significant role in strengthening the Vietnamese economy, without assuming any inordinate risks on behalf of their shareholders.

In summary then, I believe that Viet-Nam has bountiful, untapped human and material resources which could easily be marshalled and directed toward meeting its bourgeoning demand. All that is required is American capital and the application of time-tested American business principles.

Again and again, our business community has responded to the specific and immediate needs of our nation and our allies. I am confident that when they have fully explored the needs and vast opportunities which await them in Viet-Nam, the response of our nation's businessmen will be equally vigorous in this instance.

Viet-Nam needs kraft paper, newsprint

Viet-Nam's domestic paper industry capacity has increased rapidly since 1961.

Before that time, only 1,500 metric tons of paper were produced in that country and that was of rather low quality, according to reports received by AID. Several mills have been placed in operation since 1961 and generally have met the nation's demand for all but kraft paper and newsprint.

It is estimated that a need shortly will exist for 17,000 metric tons of kraft sulfate pulp, that 20 million quality bags will be required in 1969-70, that 8,000 metric tons of kraft paper could be marketed shortly, and that the newsprint requirements will peak out in three or four years at 16,000 metric tons per annum.

Bagging requirements are particularly critical and will continue to be so as two new sugar refineries come on stream and the Thu Duc cement plant attains full production. Dockside bagging of fertilizer currently requires some 7,500,000 bags.

Mission encourages investment in Vietnamese industries that use local raw materials

Such enterprises can provide import substitutes, new employment; management, technical skills needed

FRANK M. CRUGER
Indiana Manufacturers Supply Co.
Indianapolis, Ind.

The United States desires economic partnership with Viet-Nam based on the free enterprise system. The recent small business investment mission was sent to assist in stimulating private enterprise participation through development of joint ventures and/or licensing agreements between U.S. and Vietnamese business firms.

CRUGER

A favorable factor in the Vietnamese investment climate is the capability of the Vietnamese businessmen. Many of them have a sound background in business, finance and economics. However, the efficiency of private business in Viet-Nam needs to be improved.

Basically, the aim of the mission was to encourage joint U.S.-Vietnamese small business investment in industries which, to the greatest extent possible, use raw materials available locally, providing import substitutes and new employment.

Diverse opportunities

Specific opportunities such as the manufacture or assembly of water meters, water pumps (irrigation), builders' hardware, handtools, special farm tools, small diesel engines (15-25 hp.), aluminum rolling (roofing and siding), seam welded pipe, cast iron pipe, and pharmaceuticals may be explored as investment possibilities.

In addition to investment capital, the management and technical skills required for successful new enterprises must also be provided by interested U.S. firms.

The Republic of Viet-Nam has urgent need for more manufactured goods to establish a satisfactory standard of living. Viet-Nam exports, mainly rubber and rice, could finance only part of this need, so it is necessary to make full use of the human and natural resources within the country to manufacture needed goods.

Viet-Nam, a major producer of rubber, must import tires. A tire manufacturing plant, however, is under consideration. A wet cell battery (automotive and marine) manufacturing plant is in operation.

Some capital available

The Vietnamese Government wants to aid small businesses by providing industrial centers for expansion. It needs U.S. know-how in production, merchandising and office procedures. U.S. business is entitled to the same treatment as Viet-Nam nationals.

Local Vietnamese capital is available for some joint ventures. Two or more large U.S. banks reportedly are interested in locating there. This step could materially contribute to U.S. business participation.

In the past nine years, almost 800 industries have been established or expanded, creating 50,000 new jobs for Vietnamese workers.

Looking for drug makers

Several capable and well financed Vietnamese firms engaged in packaging, wholesaling and retailing of drug products are interested in licensing agreements or joint ventures with U.S. pharmaceutical manufacturers. Reportedly, the volume of business totals US$20 million annually and the opportunity for expansion is good.

Many leading U.S. drug firms are represented by agents in Viet-Nam. Some Vietnamese drug firms have purchased processing equipment, both new and used, hoping to establish closer working agreements with U.S. drug manufacturers.

Several of these Vietnamese firms have new plants with up-to-date systems for the proper processing of drug products. Some interest was expressed in veterinary products and in equipment for water distilla-

MOTORIZED FISHING boats help increase catch. Viet-Nam, with U.S. aid, assists in such improvements.

tion and for the manufacturing and packaging of capsules.

Small diesel engines

Possible manufacture of small diesel engines was discussed. Such engines (15-25 hp., are used in the fishing industry and in irrigation. It is doubtful if a manufacturing plant could economically be established on the stated requirement of 5,000 engines annually. If a U.S. manufacturer of small diesel engines were willing to explore the prospects, he might find a possibility for assembly of such engines. As the country develops, use of these small engines will multiply.

Interest was also expressed in a plant to manufacture water pumps. With a use of only 5,000 a year, it is doubtful that more than an assembly arrangement would be feasible. Again, development could lead to a much higher consumption—for example, pumps for irrigation.

Need water meters

Another possibility is water meters. Although the present projection is 5,000 annually, development of the water system in Saigon and in other areas in Viet-Nam could lead to substantial use of meters. Needs are anticipated at 200,000. Presently, water meters are obtained from four or five countries with the result that parts are not standardized.

Both the U.S. and Vietnamese businessmen could benefit from a manufacturing, licensing or assembly operation. Such a venture could prove profitable, but careful investigation is recommended.

Opportunity exists for the canning of fruit including strawberries, pineapples, mushrooms, mangoes, tomatoes, small violet onions and sweet potatoes. Very good fruit is grown in the Dalat area north of Saigon. Several canning plants operate in and near Saigon and some are interested in expansion through joint ventures with U.S. firms.

Want to expand fishing

Excellent fishing waters are said to adjoin the Viet-Nam area. Shellfish are reported in large supply. Some fishing firms in this area are interested in joint ventures with U.S. interests, to expand present operations.

Other projects which may prove of interest to U.S. businessmen are a joint venture or licensing agreement for production of dry cell batteries; manufacture of nails and barbed wire; manufacture, license or sale of gasoline engines for motor bikes; ceramic machinery and concrete pre-stressing equipment; joint venture or licensing agreement for office equipment; joint venture for manufacture of radio spare parts and assembly of television receivers.

A number of well-known trading firms (U.S., French and British) represent many of the world's well-known trade names in Viet-Nam.

Acts as development bank

In addition to the excellent assistance that U.S. businessmen will receive upon inquiry to the U.S. Operations Mission (USOM), the Industrial Development Center of the Republic of Viet-Nam provides advice and technical assistance, and also acts as a development bank providing loans to industry at interest rates from 3 to 5½% for loans to cover the Government's import surtax and from 6 to 8% for normal borrowings.

Local banks, of which there are 14, have a high ratio of liquid assets. They also make industrial loans at interest rates of 6 to 8%. Presently local banks will make only short-term loans, although these loans may be extended from year to year if regarded sound. French, British and Hong Kong banks are among the larger banking firms.

Authorized grants under AID survey program reach 172

Plan is designed to encourage exploration of opportunities in less developed countries

A total of 172 grants have been authorized by the Agency for International Development in the three years of operation of its Investment Survey Program.

The program was designed to encourage potential investors to explore opportunities in the less developed countries.

Of the authorized grants, 19 have resulted in positive investment decisions which—if implemented in accordance with the original plan—will result in the investment of about $49.6 million. Eighty-seven of the surveys are still in various stages of completion; the remainder resulted in negative decisions or voluntary withdrawals.

Of the 172 grants, the largest number (76) were issued to businessmen interested in Latin America; Near East and South Asia were second, with 43; Far East third, with 29; and Africa fourth, with 25.

Two surveys are currently in process in Viet-Nam—a study of the feasibility of producing food supplements, and a study of manufacturing radio condensers. AID will welcome new applications for investment surveys in Viet-Nam.

Under the program AID will agree to reimburse 50% of a U.S. firm's costs of conducting a feasibility study, if the firm decides not to invest.

To be eligible the investor must be a U.S. citizen, corporation, partnership or other association which is substantially beneficially owned by U.S. citizens. In addition, he must be capable of financing and successfully executing the overall project if it is found to be feasible.

With the exception of extraction opportunities, service businesses requiring no substantive tangible investment, and a few other specific industries which are not developmental in nature, any viable industrial or commercial project will be eligible for an investment survey grant.

The survey may be conducted either by the prospective investor or by a qualified independent contractor engaged by the prospective investor. In general, the survey should cover the economic, financial and technical feasibility of such project. In the event of a negative decision, the U.S. firm must submit to AID a copy of the report resulting from the survey. The report must be prepared in a professional and technical manner and AID may make it available to other interested firms.

Applications for AID investment survey participation should be addressed to the Office of Development Finance and Private Enterprise, AID, Washington, D.C. 20523. Procedures are detailed in the handbook, Aids to Business (Overseas Investment), available without charge from that office.

MARKET FOR INSECTICIDES

There is a large and growing demand for insecticides within Viet-Nam, according to reports received by AID. Types of insecticides to be produced will depend upon local available materials. Manufacture of benzene hexachloride (BHC) should be studied because of the relative ease of manufacture and availability of materials.

Pyrethrum, a member of the daisy family, grows well in a cool, damp environment. It has been grown commercially in abundance on the high mountain backbone of Java. Indonesia, once a prime producer, no longer dominates the market. There is every likelihood that pyrethrum would grow well in the highland regions of Viet-Nam. Extract from the plant is used in insecticides and has a steady world market.

South Viet-Nam industrial parks invite investors now and spur potential joint ventures

Among immediate needs are building-related industries, manufacture of farm tools, water pumps for irrigation

By JAMES E. PARKS
Elmer R. Kissack Co.
Scotts Bluff, Neb.

A passenger on an airplane flying from Hong Kong to Saigon soon views the coastline of South Viet-Nam. He sees beaches with length and depth, washed by the warm waters of the South China Sea, that look pleasant to the most demanding tourist.

PARKS

One soon learns that these beaches not only offer good recreational opportunities but contain some of the finest optical sand in the world. Both assets immediately suggest potential for business development. South Viet-Nam's geographical location, in relation to other wo ld tourist havens, is in a favorable position to become a "port of call" for world travelers. With restoration of peace, these opportunities should attract U.S. investors.

Building materials needed

Many of the more immediate investment opportunities for U.S. businessmen are related to the building industries. These opportunities to a sizable degree reflect needs arising from the military buildup, and also from refugee movements. The best opportunities seem to be in pre-stressed concrete products, and tile, roofing, and related materials.

South Viet-Nam has excellent forest reserves, for the most part not presently accessible. These reserves offer future investment opportunities, especially for building and paper products, not only for local consumption but for export as well.

Industrial parks

The Central Government, recognizing the need for industrial expansion, has created industrial parks. A large tract of land near the Bien Hoa airfield and only a few miles from Saigon is being developed to offer wharf facilities for rather large vessels on a tributary of the Saigon River. The land also is adjacent to a fine four lane highway.

Members of the investment mission had an opportunity to visit this industrial park where a dairy, factories manufacturing auto batteries, asbestos roofing, caustic soda and paper, and other business establishments are located. Also, the Government is developing a system that will soon make pure water available.

Because of the labor shortage, U.S. investors, especially in the heavier industries, should consider use of as much modern machinery as possible. Lighter industries, such as textiles, employ a high percentage of women. Most Vietnamese are readily trainable.

In an effort to hold trained employees, some factories provide transportation to and from work, free lunches in a company cafeteria, and work uniforms.

Flour mill needed

During interviews with Vietnamese business leaders and industrialists, mission members learned that plenty of local capital often is available for even the more financially demanding industries. Viet-Nam is short of foreign exchange; however, this is no handicap to interested U.S. investors. The U.S. Government's Commercial Import Program provides the necessary exchange to assist U.S. investors and Vietnamese investors in establishing a joint-venture program.

A foremost need in industrial development in Viet-Nam is the establishment of a modern flour mill. At present, all flour is imported, much of it from the United States.

With the import of wheat, flour could be provided at a lower cost so that it may eventually be available to more of the country's population.

Also, animal feed by-products are needed to improve the feeding rations of farm animals, especially hogs, and beef and dairy cattle. The Vietnamese, like in-

habitants of many other Southeast Asian countries, have a low protein diet.

Joint ventures to manufacture small farm machinery invite the attention of U.S. investors. As South Viet-Nam does not have a steel industry and other related basic industries, many items would have to be partially finished in the United States and then exported and assembled. Such items as water pumps (small sizes used for irrigation), diesel engines and small agricultural tools are in high demand.

Although Viet-Nam's agricultural practices lag behind some other Southeast Asian countries, with peace secured agriculture should move ahead quite rapidly. The Mekong River delta holds the potential of being the world's most important rice producing area. Much is to be done in agricultural education, plant culture, fertilization, mechanization and distribution. Each of these areas offers business opportunities for U.S. firms providing technical assistance and advisory services.

U.S. EQUIPMENT helps this Saigon plant produce plastic household items. Viet-Nam's 70-odd plastic factories make good-quality products.

Manufacture of volume, variety of products in Viet-Nam vital for stability of its economy

Expansion of industrial production can reduce imports financed by U.S. Government, raise standard of living

By ELMER T. SALGO
Interkiln Engineering, Inc.
Houston, Tex.

The major purpose of the Small Business Investment Mission to Viet-Nam was to determine the specific industrial areas offering the best opportunities for joint ventures between U.S. small businessmen and their Vietnamese counterparts. The mission was the first of its kind to that country.

SALGO

It became apparent to the mission, shortly after its arrival in Saigon, that the complex economic situation there—influenced by military actions dating from 1954—would not permit working in a conventional manner or looking at the problem from a purely investment point of view.

The United States is budgeting millions of dollars each year in economic aid to Viet-Nam to assure the stability and growth of Viet-Nam's economy. To reduce the importation of products financed through expenditures by the U.S. Government, it is vital for a great volume and variety of products to be manufactured in Viet-Nam, and this is an area where U.S. businessmen can be of assistance.

Expansion of industrial production to meet more of the country's needs also, of course, will raise the standard of living.

Ceramic tile study

These ideas became apparent after interviews with local industrialists, merchants, and Government officials, and after study of some specific instances. For example, Viet-Nam now imports about $2 million worth of ceramic tile for building construction work. The same product could be made in Viet-Nam, using all local raw materials and labor, with a capital investment of $400,000.

A relatively large number of the businessmen who were met by mission members expressed a desire to develop joint enterprises with U.S. partners, indicating their faith that the businesses proposed would succeed.

Technical assistance for selected industrial enterprises is vitally needed. The technical education and practical industrial experience of local Vietnamese engineers is negligible. As a result, tremendous waste is occurring. The problem is aggravated when the few technically able people may be conscripted from these plants for military service. This situation strongly suggests the need for U.S. technical expertise through partnership with Vietnamese businessmen in joint ventures.

Opportunities for setting up successful new industrial enterprises or for modernizing existing ones are substantial.

Experience has shown that a well conceived business established in Viet-Nam today has every reason to expect a return commensurate with any risk which the investor might assume. Benefits accruing to Viet-Nam would be eventual conservation of foreign exchange; for the United States, a lowering of support costs.

These anticipated gains should encourage U.S. businessmen to take a serious look at participation in the industrial development of Viet-Nam. Specialists in their own particular trade or specialists who can represent their principals (for example, engineers or managers of a textile or chemical plant, chemical engineers experienced in establishing and operating a workshop or foundry) are urged to visit the country.

We must do all we can to assist in development of Viet-Nam's economy. This does not mean commitment to enterprises unproductive in character nor to large industries such as steel. There are smaller businesses for which local raw materials and labor are available. Participation by U.S. capital and know-how will enrich both countries, demonstrating clearly that we are partners in every sense of the word.

Viet-Nam lacks sewing plants, has ready market

Costs of establishing such an industry seen reasonable

By HYMAN KAUFF
Colonial Corporation of America
New York City

A visitor to Saigon immediately notes the hustle and bustle prevailing all around him. One quickly learns how willing the people are to work and, given the opportunity, how very productive they can be.

KAUFF

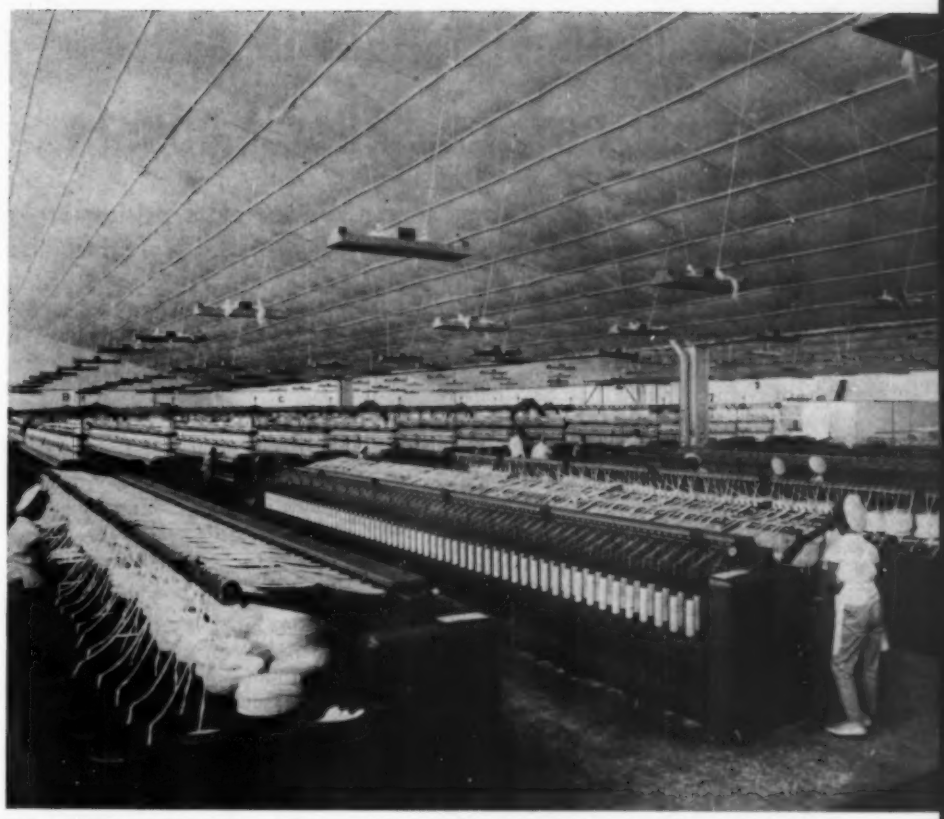
The working force available at this time in the cities is mainly women, together with young and old men; however, given the proper direction and organization, this labor supply can be considered a great source of constructive energy.

The textile production facilities and market in the Saigon-Cholon area were explored by the mission and the following highlights were apparent:

Large sewing plants are few in Viet-Nam; plants to manufacture such items as shirts, suits, dresses, underwear, and household goods could do extremely well. This kind of industry is not very involved, it can be set up at very little cost, and workers' ability can be developed quickly. Considering the level of salary for which these people would work and the fact that it does not take long to train them, manufacturing in this category can become a competitive source of supply—even in world markets.

Have modern machinery

The large textile weaving plants in Viet-Nam have modern machinery, most recently originating in the United States. Plant visits and business consultations revealed that the local mills do more than most U.S. weavers in vertical set-up. Operations undertaken by local weavers cover the importing of baled cotton, spinning of yarn, and weaving, printing, dyeing, and finishing of goods. It was surprising to find that the prices of finished products were not much cheaper than those quoted in the United States.



THE VIMYTEX TEXTILE PLANT in Saigon, and several others equally as large, cannot meet the Vietnamese demand. Vimytex is a joint venture involving the Johnston Development Co. of New York.

Not enough

Busy as the mills are in Viet-Nam, their production does not meet demand. One must bear in mind that military operations have escalated the demand for merchandise.

Major cotton spinning mills in South Viet-Nam are Vinatexco and Vimytex (40,000 spindles each; Vimytex is a joint venture of Johnston Development Co. of New York), and Sicovina/Danang and Sicovina/Saigon—both government mills with 20,000 and 10,000 spindles, respectively.

We did not visit any plants weaving synthetic fabrics, although some 3.5 million meters a year of such materials are woven at six of the smaller textile plants. This is a potentially good field of investment. There is little weaving of synthetic fabrics made of various polyester or nylon fibers. The complaint is that the import tax on these yarns is prohibitive, varying from 30% to 180%. Any maker of synthetic yarns opening a small plant in Viet-Nam, however, will have a tremendous market.

A number of Vietnamese business people whom mission members met are ready to finance a new business or participate in a joint venture with Americans if technical assistance—a commodity in shortest supply—were provided.

Conclusions reached on the basis of the short visit may be summarized as follows:

There are many capable people with whom business can be transacted. These businessmen are modern in their ideas.

Sewing plants should be opened in Viet-Nam. A wealth of mutual benefits may be derived from such ventures.

Want action

Business establishments are eager for technical help and they will entertain valid propositions offering assistance. Joint venture, native-owned or foreign-owned operations can be worked out. The business people want action and are eager to get production started. Financial aid is not needed as much as help in organization, management, and engineering.

Investing in Viet-Nam is called practical now on several counts

Close scrutiny reveals strong incentives for enterprising businessmen; substantial potential for profit seen

HEINZ H. LOEFFLER
Exeter Paper Co., Inc., Chicago, Ill.

"Invest in South Viet-Nam? You're out of your mind!" That or similarly expressed amazement is the response of the average U.S. businessman when the idea is first brought to his attention. And it's a very understandable reaction until you look at the matter more thoroughly.

LOEFFLER

True, this is not a routine area for an investment project since it requires vision, scope and a willingness to take risks commensurate with potentially attractive returns. And it takes something else: A desire and a willingness to do your part in implementing national policy.

Yes, there are risks—risks of a different nature than those prevailing in the U.S. and other developed nations.

Such unusual risks, however, can be somewhat offset by insurance coverage available from the U.S. Government for investments in most developing countries, including South Viet-Nam.

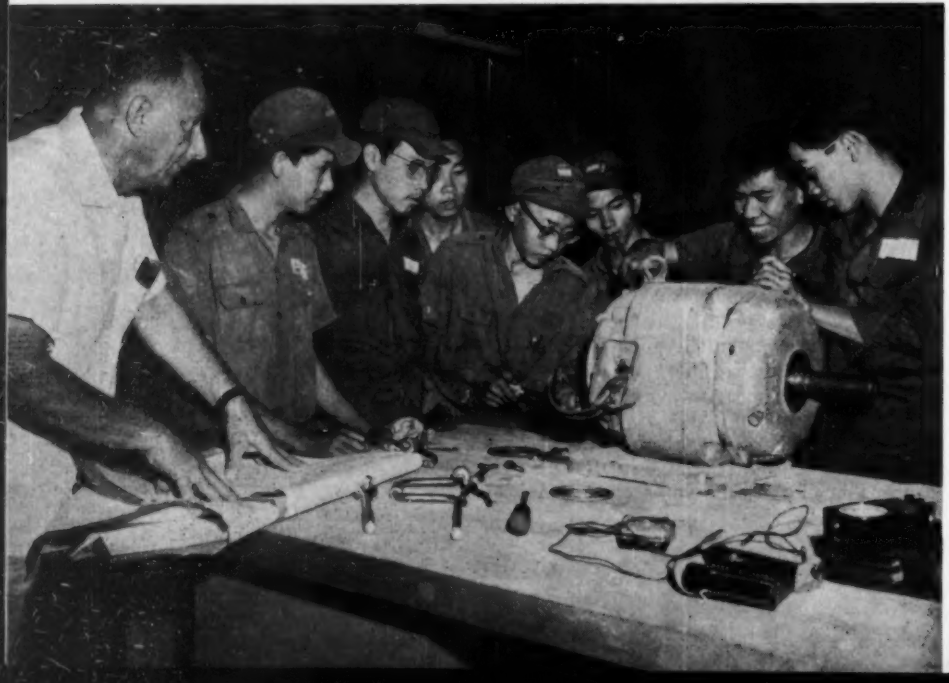
The primary loss against which you cannot obtain insurance protection is that prevailing in any business enterprise. No one will guarantee that you will make a profit, or even that you may not have some losses.

That is where your own business acumen must guide you. Your decision must be based on the extensive information gathered by the Industrial Development Center, Government of Viet-Nam in Saigon, the U.S. Operations Mission of AID and the Department of State in South Viet-Nam, all having competent people on the spot to make a thorough preliminary investigation.

No businessman, however, will make a major investment based solely on information gathered by someone else. If the Government-collected data look auspicious, you will want to make your own investigation on the spot.

The U.S. Embassy and AID Mission offices in Saigon will give all the help they can. They will establish contact with their counterparts in the South Vietnamese Government, with the Industrial Development Center, with the Federation of Industrialists and Craftsmen, and with potential Vietnamese partners.

VIET-NAM IS TRAINING the people it will need to staff the new industries which are planned. Below, electrical students demonstrate the proper method for disassembling a motor for repair.



A thorough check will show that, except for a few industries—such as textile, paper, pharmacutical, brewery—there is very little manufacturing in South Viet-Nam now. It will also show a rapidly increasing demand associated with an improving standard of living in Saigon-Cholon and other populated secure areas; a shortage of locally manufactured products; a dire need for manufacturing equipment and machines; an even greater need for technical know-how;

Local availability of a substantial amount of investment capital; very low labor costs; a climate in which a return of an investment in five years is considered the maximum acceptable period; laws which give favorable tax treatment for the first five years of any new manufacturing enterprise; laws which will permit repatriation of investment over a five-year period; and a governmental willingnesss to consider tariff protection for new industries. Together, these are powerful investment incentives for an enterprising businessman.

Overland shipments a problem

Obvious dangers and pitfalls result from the military situation. There is a shortage of available male labor due to South Vietnamese conscription that gives only brief deferment, regardless of the qualifications of a civilian. Overland shipment of goods within the country is still problematical.

The drawbacks, however, are tempered by the potential for quick return of investment, for substantial profit and for rapid growth.

For example, there is a relatively substantial textile and paper industry, but no production of chemicals for bleaching or dyeing. A demand exists for motors (particularly small motors) for appliances, bicycles, garages, and small manufacturing plants; all motors are imported. An entrepreneur is looking for a partner to build the first South Vietnamese supermarket (and freezing plant).

Industrial investment in South Viet-Nam can produce substantial profits and simultaneously contribute to stablization of the economy.

If a U.S. businessman is interested in substantial profits, if he has sufficient vision and scope to look beyond immediate and possibly superficial problems, and if he is willing to help insure the survival of the free enterprise system in Southeast Asia, he should communicate with the Commerce Department's Office of International Investment and tell them that he is interested in investing in South Viet-Nam.

Publications give details

Seven publications, two prepared by the Agency for International Development, two by the Saigon Government, and three by the Department of Commerce, offer a variety of information for the U.S. investor considering S. Viet-Nam.

Aids to Business (Overseas Investment), revised September 1965, is a handbook describing AID programs to assist businessmen interested in investments in developing countries. Each chapter deals briefly with a separate program, conditions of eligibility, and procedures for application. Additional information about companion programs of other U.S. and international institutions also is given.

The Index to Catalog of Investment Information and Opportunities, January 1966, identifies by country and by industry investment reports culled from industrial feasibility and economic studies by various Government, international, and private institutions.

Official Documents on Investments in Viet-Nam, June 1964, prepared by the Industrial Development Center of the Saigon Government, is a resume of documents describing the requirements and procedures for investing there.

Establishing an Industrial Undertaking in Viet-Nam, July 1964, also by IDC in Saigon, explains steps to be followed in setting up a business in that country.

All of these booklets are available without charge. **Write:** Office of Development Finance and Private Enterprise, Agency for International Development, Washington, D.C. 20523.

Basic Data on the Economy of Viet-Nam, OBR 63-5, March 1963, and **Foreign Trade Regulations of Viet-Nam,** OBR 64-49, May 1964, prepared by the Commerce Department, are available at 15 cents each from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or from any Field Office of the Department of Commerce.

Business Firms—Viet-Nam, July 1965, also prepared by Commerce and for sale at $1 a copy, is a 104-page list of all types of firms in Viet-Nam. **Write:** BIC-8120, Department of Commerce, Washington, D.C. 20230, or Field Offices.

Production in Viet-Nam for export seen as industrialization advances

Natural resources, peacetime labor supply point toward competitive marketing of goods in Southeast Asia

By EDWARD KORENVAES
APL Corp., Brooklyn, N.Y.

The war economy in Viet-Nam and the massive aid of the United States have induced and assisted the growth of a variety of industries in Viet-Nam.

KORENVAES

Pharmaceutical, textile, food processing, metallic, mechanical, electrical, chemical, cement and ceramic, rubber, leather, and paper industries have been established and expanded over the last five years. The supply from these industries is not nearly enough to fill the needs of a war economy, but the industrial revolution for Viet-Nam has started.

The Vietnamese businessman has the spirit and drive for greater expansion. He is intelligent, industrious, and pragmatic, and he is willing to pay the price for industrialization.

The size of the market of South Viet-Nam does not in itself justify all potential investments; however, the probability that South Viet-Nam can become a "small Japan" in terms of industry for Southeast Asia is attractive. The country's natural resources and its labor supply, particularly in peacetime, will make industry competitive in the export market. Exports must be expanded if Viet-Nam is to acquire badly needed foreign exchange, to procure required imports, and to lessen inflationary pressures.

Most businessmen met by the mission have a sound knowledge of economics, finance, and business, although the experience of many was more in trading than manufacturing. Businessmen often said they were confident that satisfactory terms of collaboration could be worked out with a U.S. partner and, if necessary, they were willing to accept a minority position. They pointed out, however, that every agreement is subject to governmental approval.

Why do these intelligent, industrious, and in many instances affluent, Vietnamese need the U.S. businessman? They need technical know-how and managerial experience. Accordingly, U.S. companies with ample executive resources have the better chance to enter a successful joint venture. The pivotal question one must answer in considering investment in Viet-Nam is, "How much technical and managerial help can I contribute?" Firms entering at this time will be "getting in on the ground floor" in a country that will have grown from an agricultural to an industrial economy.

It takes time

Smaller and medium-sized business firms going into a collaboration other than on a royalty or licensing basis must be aware of the costs of time consumed in negotiating and organizing business, in getting Government approval, in bringing operations to a profitable level, and inevitable demands for using key technicians to conduct training programs essential for success. Other risks are relatively small.

Capital investment risk is well protected by Government agencies. Capital requirements can be met by Vietnamese businessmen in some instances or through international development agencies. Tax holidays, profit withdrawals, and tariff protection are favorable. Even in this war-torn country, secured areas for industry are available.

The Vietnamese welcome the opportunity to go into business with Americans. And even though a war climate is usually considered unhealthy for a new investment, Americans who have foresight and patience may benefit greatly through association with businessmen in Viet-Nam.

Both small-scale and larger producers make clay items

Viet-Nam has numerous small scale, almost "backyard" producers of tile, bricks, pottery and other clay products. A few, somewhat larger facilities exist and their production is easily absorbed by the local market. The product is of spotty quality and production schedules are nonexistent, according to reports received by AID.

Providence firm first in U.S. to gain entry for men's jewelry exports to Czech retail outlets

Teamwork by Commerce Department, industry association paves way for 'Jablonec 65' participation, prize awards

Two silver medals, won by the first manufacturer to export jewelry to Communist Czechoslovakia, were presented at a recent dinner of the World Trade Club of Greater Providence, Rhode Island. It was a fitting climax to a tale of five cities which had been unfolding for at least a year.

Two cuff-link sets, made by Anson, Inc., won the honors but they had a lot of help from industry leaders in Providence and Prague, officials of the U.S. Department of Commerce in the Boston Field Office and at the Business and Defense Services Administration in Washington, and the International Division of Anson, Inc., in New York.

When "Jablonec 65," Czechoslovakia's first international costume jewelry exhibition, opened last July, Anson was the only American exhibitor. Directors of Czechoslovakia's Jablonex National Corporation, visiting the United States early in 1965, had been placed in contact by the Business and Defense Services Administration with the Manufacturing Jewelers and Silversmiths of America, Inc., headquartered in Providence.

George Frankovich, executive secretary of the American trade association, and Anson's export manager, Frank Ruiz, made return visits to Czechoslovakia. Jablonex officials, already acquainted with the Providence firm's line through its catalogs, viewed and were markedly impressed by the entire Anson 1964-65 sample collection.

This favorable judgment was confirmed upon opening of Jablonec 65, when an international jury awarded honors for styling to the two sets of cuff links in the American display.

Selected by Jablonex to supply Czechoslovakia with men's jewelry and merchandising ideas, Anson products are now sold throughout the country at TUZEX stores, catering exclusively to foreign purchasers.

Thus well begun, this U.S.-Czechoslovakian tale of five cities goes on. With Jablonex contracts through 1966, Anson is preparing to follow up with its newest lines.

INTERNATIONAL JURY AWARDS and silver medals from Czechoslovakia are presented to Olof V. Anderson (r.), president, Anson, Inc., by Paul G. Carney, director, Commerce Department Boston Field Office, at Providence World Trade Club dinner. Key words on placard (background) are "Admired the World Over," slogan put to test by firm at Czechoslovakia's first global costume jewelery exhibition.

Rhode Island trade groups announce export conference

"Trade in a World of Crisis" will be the subject of the annual Rhode Island World Trade Conference, which this year will be held March 14 in Cranston, R.I.

Richard M. Goodwin, former special assistant to President Johnson and the late President Kennedy, will deliver the principal address. Goodwin is a Fellow at the Center for Advanced Studies at Wesleyan University.

The Conference will be sponsored by the World Trade Club of the Greater Providence Chamber of Commerce. Cosponsors include the Greater Providence Chamber of Commerce, Manufacturing Jewelers and Silversmiths of America, Inc., National Metal Trades Association, Rhode Island Development Council, Boston Field Office of the U.S. Department of Commerce and the World Affairs Council of Rhode Island.

Export trade workshop to be held in Cleveland

A nine-week Export Trade Workshop, sponsored by the Cleveland Regional Export Expansion Council, the Cleveland Field Office of the U.S. Department of Commerce, and the Division of General Studies of Cleveland College, Western Reserve University, will begin March 16.

Management and middle-management groups are eligible for enrollment in the Workshop, which will meet at the Cleveland College on nine consecutive Wednesday evenings. Information on the Workshop may be obtained by phoning Cleveland College at 231-7700, extension 2111.

U.S. exporters can now buy copies of world customs journals

Distribution had formerly been limited to a loan basis

For the first time, U.S. exporters can buy permanent reference copies of the International Customs Journals published by the International Customs Tariffs Bureau in Brussels. The Journals consist of translations of the national customs tariffs of various countries, as well as other official pronouncements bearing on their custom systems.

The International Customs Tariffs Bureau restricts distribution of copies of the journals to member governments, and the U.S. Department of Commerce has only been able to furnish businessmen with copies on a loan basis. However, the Department recently made arrangements which enable it to sell reproductions of the journals to exporters for their permanent use.

The reports listed below are currently available from the Clearinghouse, U.S. Department of Commerce, Springfield, Va. 22151, Attn: Code 410-60. The first price listed is for reproductions, and the second is for microfiche (64 pages reproduced on a 4x5 inch negative).

Those preferring to borrow copies, as in the past, can continue to do so through the Commerce Department's 42 Field Offices.

Country	Code Number	Prices
Australia	PB–169284	$6/1.25
Austria	PB–169260	6/1.25
Bulgaria	PB–169253	1/ .50
Kingdom of Burundi	PB–169263	4/1.00
Canada	PB–169274	5/1.00
Ceylon	PB–169270	2/ .50
Colombia	PB–169272	5/1.50
Czechosolvakia	PB–169278	4/ .75
Denmark	PB–169266	4/ .75
East Africa	PB–169271	2/ .50
Finland	PB–169269	6/1.50
Germany	PB–169262	7/1.50
Great Britain/N. Ireland	PB–169287	6/1.25
Ghana	PB–169282	1/ .50
Greece	PB–169283	6/1.50
Guinea	PB–169258	4/ .75
Iceland	PB–169268	4/ .75
India	PB–169256	3/ .75
Ireland	PB–169259	6/1.25
Italy	PB–169280	7/1.75
Jordan	PB–169277	4/ .75
Liberia	PB–169286	1/ .50
Libya	PB–169290	3/ .75
Malaysia	PB–169264	2/ .75
Malta	PB–169292	2/ .50
Mali	PB–169257	4/ .75
Isle of Man	PB–169288	1/ .50
Mauritius	PB–169279	2/ .50
Morocco	PB–169285	3/ .75
Norway	PB–169267	6/1.50
Peru	PB–169261	6/1.25
Reunion Island	PB–169291	1/ .50
Rwanda	PB–169275	4/ .75
South Africa	PB–169255	6/1.25
Sweden	PB–169276	6/1.25
Switzerland	PB–169265	6/1.25
Tunisia	PB–169280	4/ .75
United Arab Republic	PB–169289	4/ .75
USA	PB–169293	7/1.50
USSR	PB–169254	1/ .50
Zambia	PB–169273	3/ .75

IEA '66 meeting will concentrate on communications

March 22-23 anniversary event to be sponsored by 17 governors

The strategic role of improved communications techniques in the drive to boost U.S. exports will be the central topic at the 49th Annual International Executives Association Conference, set for March 22-23 at New York City's Statler-Hilton Hotel.

This year's IEA special report to the conference will be on the theme, "Changing International Communications—A Challenge to Business," and governors of 17 states from Florida to Maine and from New York to Colorado are acting as sponsors for the occasion.

The 1966 IEA Conference chairman, A. R. Flannery, deputy manager of Brown Brothers Harriman & Co., reports that the focus of the 49th annual meeting represents a departure from previous programs dealing with more familiar aspects of international trade. He predicts phenomenal communications progress in the next 10 years with major impact on global business operations.

First day

Highlighting the conference's first day will be a morning keynote address by E. A. Gallagher, president, Western Union International, a luncheon address by New York Gov. Nelson Rockefeller, and morning and afternoon panels on the conference's communications theme with emphasis on two sub-themes: "Challenges to Business Management and Organization" and "Challenges to the Movement of Goods and People."

The day's proceedings will be climaxed by the IEA international banquet, which will be addressed by Frank D. O'Connor, president of the New York City Council.

The second day will be keynoted by Hobart Taylor, Jr., Export-Import Bank

director, Washington, D.C. Sub-themes for the morning and afternoon panels will be "The Financial Challenges" and "The Challenges to Marketing, Market Research, Packaging, Promotion, Advertising and Public Relations."

Marion Harper, Jr., president and board chairman, Interpublic Group of Companies, Inc., will address the March 23 luncheon.

The IEA special report will be presented at the afternoon session by Jack N. Behrman, professor of international business, University of North Carolina, and former Assistant Secretary of Commerce for Domestic and International Business. This will be followed by a filmed interview with Secretary of Commerce John T. Connor on the balance-of-payments program.

Among participants at various panel sessions will be E. E. Schnellbacher, assistant director, Bureau of International Commerce; Arthur Rutzen, director of the Commerce Department's New York Field Office, and Henry Sheehy, president, Foreign Credit Insurance Association.

Write: International Executives Association, Inc., 432 Park Ave. South, New York, N.Y. 10016. Telephone: 212-WA 5-6326.

Broad-based participation is aim as Montreal pushes Expo 67 plans

Administration mailing personal invitations to 'decision makers' in business and government around the world

Montreal's coming world's fair, Expo 67, has detailed plans to make the exhibition a trading place for businessmen from the U.S. and other countries outside Canada.

These plans were revealed in the Canadian Department of Trade and Commerce's fortnightly, *Foreign Trade*, in an interview with G. F. G. Hughes, director of Expo's Business Development Bureau. Some of the main points are:

Planning. The Canadian Bankers Association is providing $600,000 towards the construction and operation of a building, the International Trade Centre, to house the Bureau. Other sponsorship is being sought to help with the furnishing of the building, to be built on Mackay Pier, near the main entrance to Expo.

Special counseling services for business visitors throughout the six months of Expo will be undertaken by representatives of the federal Departments of Trade and Commerce and of Industry, by representatives of the commercial and industrial development departments of the chartered banks, and by provincial Departments of Trade and Industry.

Offices have also been offered to provincial Departments of Trade and Industry and two of them—Quebec and Manitoba—have accepted this offer so far. Offices on the second floor will house representatives of the chartered banks. There will be conference rooms for meetings or seminars, a small cinema for showing industrial or trade promotion films, and a library and reading room with Canadian commercial reference works, plus trade and industrial periodicals and directories. Each country participating will contribute a representative sample of this type of literature. One wing of the Centre will be used for the Expo Club.

The Expo Club will become the social headquarters for visiting businessmen, both Canadian and foreign. It will not be open to the general public but only to individual Canadians or Canadian firms who take out membership and, without charge, to foreign businessmen who register their intention of using the facilities of the Business Development Bureau.

Promotion.—The Bureau, undertaking promotion abroad to encourage foreign businessmen to come to Expo 67 in large numbers, is dispatching personal invitations to some 15,000 individual businessmen, government officials, trade and industrial associations in almost every part of the world. Canadian Trade Commissioners have sent the Bureau the names and addresses of businessmen and officials who are the decision-makers in their countries.

Nearer to the opening of Expo, towards the end of 1966, the Commissioner General of Expo 67 will send a letter to all the businessmen with whom the Bureau has been in touch.

The Canadian businessman will be asked to invite his foreign agents or distributors to visit Expo and to see Canada during the centennial year; some firms may wish to hold regional sales conferences there. Canadian companies with foreign affiliates are being asked to publicize Expo. The chartered banks are already talking it up with their foreign correspondents.

Services. Interpreters and guides will be on hand for those who wish to move through Expo as a group. The Bureau will provide telex and telephone service and limited stenographic facilities. It will compile and maintain a comprehensive catalogue of all products on display throughout Expo, all equipment used, and the exhibitor or supplier of each, and the visitor may consult this catalogue. The staff of the Bureau will be able to arrange for the businessman to see a specific product or person in any pavilion.

Twice a week for the duration of Expo, Contact Receptions will be held at the International Trade Centre to which visitors of the day, both Canadian and foreign, will be invited.

This is where the counseling service of the Bureau comes in. The Trade Commissioners and other officials on duty will be able to suggest contacts throughout the country or sources of supply. If the visitor inquires about sources of canned salmon, for example, a telex to various organizations in British Columbia will provide the answer and if necessary, a trip to Vancouver will be suggested. The same procedure, in general, can be used to answer inquiries on buyers in Canada, on suppliers of products, on investment in Canada, on industrial development, and even on Canadian real estate. The provincial government representatives and representatives of the chartered banks will also be there to brief the visitor. On request, liaison between business visitors from participating countries other than Canada will be arranged.

The Bureau's objective is to have each major commercial centre set up a coordinating committee to deal with the larger-than-normal number of business visitors during 1967.

EYE-CATCHING EAGLE

The eye-catching qualities of a Walt Disney Productions cartoon character, "Little Eagle Eye," are being put to use by an American International Oil Co. marketing subsidiary in West Germany.

The subsidiary, Rheinische Mineraloel GmbH, obtained permission to use the cartoon character in popularizing its new red, white and blue trademark, "Adler"—meaning "eagle." West Germans happen to like the eagle, which is their national symbol, seen on money, stamps and flags.

Florida to have 5th global trade meet April 14-15

Industry, banking, government leaders to address sessions at Ft. Lauderdale's Pier 66

Services available to the exporter in six fields—and illustartions of effective export techniques by firms which have been successful in four—will be spotlighted at first-day sessions of the Fifth Florida World Trade Conference, April 14-15 in Fort Lauderdale.

Executives of Jenks Metals, Inc., the Florida Steel Corp., Correct Craft, Inc., and the Dantzler Lumber & Export Co. will report on their companies' overseas operations at the April 14 a.m. session.

Talk by Governor

After a luncheon address by Governor Haydon Burns, honorary Conference chairman, the afternoon session will be devoted to discussion of six types of services to exporters, with run-downs presented by E. E. Schnellbacher, assistant director, Bureau of International Commerce, U.S. Department of Commerce; Ramon M. Campderros of Tampa, vice president, Marine Bank & Trust Co.; Francis Corrigan of San Antonio, president, Francis Corrigan & Sons, Inc.; Henry G. Sheehy of New York, president, Foreign Credit Insurance Association; John Gorman of New York, vice president, Farrell Lines, and E. P. Nickinson, Jr., of Pensacola, John A. Merritt & Co. Moderating the panel will be Roy L. Morgan, director, Office of Field Services, U.S. Department of Commerce.

Robert L. McNeill, Deputy Assistant Secretary for Trade Policy, U.S. Department of Commerce, will address the April 14 banquet as guest of the Fort Lauderdale and Hollywood Chambers of Commerce and the Port Everglades Authority.

The April 15 morning session will be on the theme, International Trade as the Challenge of the Twentieth Century. Panelists will be Mrs. Audrey Marsh King of Belleville, Ill., export manager, Marsh Stencil Machine Co.; H. N. Van Nostrand of Bristol, Tenn., vice president, the S. E. Massengill Co.; Henry G. Reigner of New York, vice president, Trans World Airlines, Inc.; Patrick M. O'Leary of Washington, associate assistant administrator, Agency for International Development, and Jack P. Fitzgerald, Tampa Port Authority director, panel moderator.

A Coca Cola Co. senior vice president, Edgar J. Forio of Atlanta, will address the April 15 luncheon.

All Conference sessions will be held at Pier 66, Fort Lauderdale.

Write: Florida State Chamber of Commerce, 8057 Expressway, Jacksonville, Fla. 32211.

ECSC reports proposed investment of $710 million, 30% higher than in 1964

Coal and steel firms in the European Coal and Steel Community in 1965 proposed investments amounting to $710 million, 30% more than in 1964. Most of these investments are in steel, especially in the Netherlands and Italy.

About two-thirds of projected investment in the coal industry of $121 million was in mining pits, aimed at improving productivity, and $34 million were earmarked for mine cokeries, particularly in the Ruhr basin. The Ruhr accounted for $93 million.

The investment declarations by Community firms in 1965 break down as follows in millions of dollars (comparison with past years, 1956, 1960, 1963 and 1964 in parentheses):

Coal mines, 121 (205, 146, 72 and 43); iron ore mines, none (9, 6, none in 1963 and 1964): iron and steel industry, 589 (638, 1802, 131 and 501).

Strong response to Baltimore Trade Center project cited as leaders shape plans

Space requirements of "as much as 300,000 square feet for potential tenants" are anticipated by the chairman of Baltimore's World Trade Center Committee.

In a progress report on the projected Inner Harbor building, Chairman Gerald S. Wise said the estimated space requirements are based on strong support for the Center evident in the Port of Baltimore's maritime community.

The Maryland Port Authority plans to construct the building near Piers 1 and 2 on Pratt Street, to serve as the keystone of the $260 million Inner Harbor development. The project calls for a tree-lined mall linking the Trade Center and City Hall Plaza to the new Municipal Center which is also being planned.

The Trade Center building is to house the Port Authority, certain customs offices, the Department of Transit and Traffic and maritime-connected businesses such as steamship companies, stevedores, freight forwarders and customhouse brokers.

BRIEFING ON PACKAGING

The impact of packaging in the U.S. economy will be the subject of a "white paper" at a March 28 American Management Association briefing session at the Hotel Roosevelt, New York City.

Staff members of Arthur D. Little, Inc., Cambridge, Mass., will be guest speakers.

Write: American Management Association, Inc., 135 W. 50th St., New York, N. Y. 10020.

NEW CHAIRMAN of National Export Expansion Council, Carl A. Gerstacker (r.), is welcomed aboard by Secretary of Commerce John T. Connor and Fred C. Foy (l.), who resigned from the chairmanship for reasons of health. Gerstacker, Dow Chemical Co. board chairman, met with the Secretary and NEEC executive board members at an all-day Washington session devoted to questions of export financing, freight rates and taxation. Foy, Koppers Co. board chairman, continues on the NEEC executive board.

International Trade Winds

STEEL—Carpenter Steel, Reading, Pa., named Royal Demka Steel Works, Ltd. of Utrecht as sales agent for specialty steels in the European Economic Community and the European Free Trade Assn.

YELLOW PAGES—General Telephone Directory Corp., Des Plaines, Ill., has received a five-year contract to publish Chinese and English language directories in Hong Kong. Yellow Pages will be introduced to Hong Kong in both Chinese and English language directories.

FINANCE—Bankers Trust Co., New York, has announced acquisition of one-third interest in Banque de Benelux, Antwerp, Belgium. Both Belgian and French interests have joined as equal partners with Bankers Trust in the venture.

SULFUR—Amoco International, a subsidiary of American International Oil Co. of Indiana, plans to establish a sulfur plant in Kharg Island in 50-50 partnership with National Petrochemical Company of Iran. The project will involve an investment of approximately $20 million and will produce 500 tons per day of elemental sulfur and probably 5,000 tons per day of liquefied petroleum.

PETROCHEMICALS—B. F. Goodrich Chemical Co., Cleveland, and National Petrochemical Co. of Iran have formed a company that will construct a major petrochemical complex at Abadan, Iran. The new plant is expected to be completed in about two years.

URETHANE EQUIPMENT—The Martin Sweets Co., Louisville, Ky., developer of a machine to produce polyurethane foam, will market its equipment in Australia and New Zealand. Sales agent for the equipment will be Union Carbide Australia, Ltd., with headquarters in Sydney and offices in principal cities.

Exporting firm says it will stop when it runs out of countries

Specialized pharmaceuticals and ophthalmic lines are sold internationally by four employees using 'right approach'

While total sales abroad of American pharmaceutical products are constantly rising (up from $646 million in 1960 to $955 million in 1964), much of the increase is due to the sale of goods manufactured by American subsidiary plants located overseas.

One example of a small but highly successful American pharmaceutical firm that has penetrated overseas markets entirely by export is Allergan Pharmaceuticals of Santa Ana, California.

Allergan manufactures ophthalmic and contact lens products. The company's highly specialized line comprehends ophthalmic pharmaceuticals for every major form of eye disease including blepharitis, conjunctivitis, glaucoma, herpes simplex, infection, allergies and general eye infections.

The firm's international sales jumped 200% in 1964 over 1963, and 1965 figures increased more than 400% over 1964. International sales now account for more than 10% of the company's total sales, with 20%-25% the goal in the near future.

Four plus

Clarence B. Schaefer, Allergan's export manager, says that many small pharmaceutical firms shy away from foreign markets because they fear the drain on resources and manpower, which they cannot afford. He has found that he can cover overseas sales with a staff of four plus what he calls "the right approach."

"We locate our overseas distributors through three main sources," says Schaefer. "Personal visits, trade lists published by the Department of Commerce and trade leads found in INTERNATIONAL COMMERCE Magazine."

Schaefer himself travels extensively. He was in Mexico in February and plans to visit every European country from Sweden to Turkey during March and April. In the autumn, he will cover the Far East and Pakistan.

Foreknowledge

"Before I visit a country, I know exactly who I want to see. Then, after interviewing my list of prospects I select one agency for the entire country," he explains.

The products are promoted and sold to ophthalmologists, hospitals, pharmacies, and similar outlets.

Allergan has found air delivery to be an important marketing tool in developing its overseas operations.

"Air distribution means more repeat orders," says Schaefer. "The product reaches its destination faster and we in turn are paid faster. Our customers prefer air delivery because it allows them to maintain lower inventories and reorder whenever necessary."

Future

What about the future? "From a company that wasn't exporting at all two years ago, we certainly have come a long way," says Schaefer. "Iraq was one of our first customers and still is our biggest purchaser. Australia, Pakistan, Peru, the Dominican Republic, Panama, and South Africa are other leading buyers." Schaefer says he looks to Latin America and the Middle East as the areas of greatest promise for increased sales.

And when does Allergan stop? "When we run out of countries," he vows.

Meeting foreign competition is March 31 Chamber topic for session in Washington

A National Symposium on Foreign Competition, sponsored by the Chamber of Commerce of the United States, will be held in Washington March 31.

Panels will discuss problems of foreign competition at home and abroad, with close attention to the role of industry-government cooperation in meeting the challenges.

Leo Cherne, president of the Research Institute of America, will moderate the morning session devoted to meeting the challenge of foreign competition at home.

Robert S. Ingersoll, chairman and chief executive officer of Borg-Warner Corp., will conduct the afternoon session to explore ways of competing overseas.

Write: Chamber of Commerce of the United States, 1615 H Street N.W., Washington, D.C. 20006.

Metal finishing equipment show to be held in Milan Trade Center

Quality appeal of U.S. equipment gives American firms head start in boosting exports of products needed by Italians

Italy's durable goods industries, which need advanced metal finishing equipment, like the quality of the U.S. products.

This gives American suppliers a head start in boosting their exports there, and the Bureau of International Commerce plans to help them by staging a sales promotion show of this type of equipment at the Trade Center in Milan, May 17-23.

BIC's recent market survey shows that although Italy exports some items of equipment for finishing plants, imports constitute a major source of supply, at least 75% of requirements, in all finishing fields except annealing, where Italian production appears relatively high.

The survey reveals that flexible metal finishing equipment for diverse production in job shops is in demand. Sales prospects are promising for the newer techniques of automated flexibility in electroplating and electrostatic finishing and for the latest finishing materials.

Italian industry is interested in automatic machinery for blasting and buffing, in annealing furnaces for pieces of non-standard size, and in small automatic and semi-automatic plants for electrolytic plating, with interchangeable routine.

Automation

A second area of special interest involves automation of operating and control processes in the following fields:

Automatic plants for bright anodizing; self-coloring anodizing processes; automatic polishing of architectural extrusions (anodizing); automatic controls for batch composition and solution feeding (electrolytic plating); continuous roll painting lines; automatic and semi-automatic apparatus for priming and for white porcelain enameling, and conveying systems for painting and porcelain enameling.

A third category of new equipment and processes of particular interest to Italian finishing plant management, but not yet widely introduced, includes:

Electroplating on plastics; electrophoretic plating; chromizing (vapor plating); non-electrolytic plating; electroforming; fluidized bed coating; cleaning and rust removal in one operation; chemical conversion coating; hot dip aluminizing; hard anodizing; chemical milling; direct white enameling; low-melting point enamels; electrostatic enameling equipment; enamel recuperators; depression systems for enameling spray booths, and gas purification filters for cast iron enameling.

Write: Bureau of International Commerce (code 8195), Department of Commerce, Washington, D.C. 20230 (phone: area code 202 WO 7-4492), or any of the Department's 42 Field Offices.

Starts as filler display, almost major show at end

It began as an in-between show, a solo exhibition. When it ended it approached the scope of a major show.

This was the three-day presentation recently by Mine Safety Appliance's Italian agent at the Milan Trade Center. Purpose of the "Job Safety" show was publicity and education of the Italian businessman in the safety field.

No attempt was made to sell merchandise. A substantial number of sales opportunities arose but Dario dal Piaz, commercial manager of MAS Italiana, was unable to make any sales projections. He said, "We did not come here to sell, we came to educate, to lay a foundation for the future."

Daytime visitors numbered 411, plus 300 trade visitors who attended three evening receptions. MSA displayed several items new to the Italian market, including:

Combustible gas analyzer, infrared gas analyzer, combustible gas indicator, MSA's oxygen breathing apparatus, equipment for teaching cardio-pulmonary resuscitation, portalator oxygen resuscitator, heart compression unit, heart defribillator, pulmonary ventilator breathing assistor, polycarbonate safety helmet, and mine lamp and battery charger.

U.S. firm returns to London center, tops 1st showing

Sales go over $100,000 figure; this time there's no ribbing

In the fall of 1964, the J. C. Pitman Co. entered a bakery equipment show at the London Trade Center and introduced an apple-paring machine to the U.K. market.

The company's agent, W. J. Hart and Sons, received considerable good-natured ribbing because of the "Rube Goldberg" design and appearance of the noisy machine. But sales for the machine totaled more than $20,000 and sales during the following year were four times that amount.

W. J. Hart & Sons returned for another show at the London Center, this one the Jan. 18-28 hotel and restaurant catering equipment show. Its display of a continuous automatic fryer resulted in sales of more than $113,000, and sales of at least that much are expected during the next 12 months. There were no reports of ribbing.

Another firm, the agent for H. D. Sheldon, exhibited the Waste King Garbage disposal and was invited to demonstrate some units at Buckingham Palace. The agent also said it will install the disposals on a trial basis in several leading hotels in London, including the London Hilton and the Dorchester. The firm was confident they would be accepted because of their non-jamming features.

Final results

Results of the entire show were as follows:

Nine agents, sub-agents or distributors were appointed, and nine agency or distributor arrangements were under negotiation at the close of the show. Thirty participants represented 43 American firms. Seventeen U.S. representatives were at the show.

Off-the-floor sales, goods turned over to agents or entered for temporary import were approximately $215,000; sales estimates for the next 12 months exceeded $1.6 million.

Nearly 150 individuals from the trade, industry, press and government attended a preview in connection with the opening.

EXPORT PROMOTION DATES

Traders' calendar: way to

The export expansion dates on these two pages tell you what to sell—and where and when. The opportunities lie in commercial trade fairs, U.S. trade center shows, national exhibitions and trade missions.

Aggressive promotion is necessary to clinch the sale but the task is made easier by exposing your products in the four ways listed here.

► Exhibits in commercial fairs by the United States are selected after a research study shows a market for the product.

► Trade center shows, held in London, Bangkok, Frankfurt, Tokyo, Milan and Stockholm, are open by invitation to buyers, agents and wholesalers. They are limited to specific product lines.

► National exhibitions seek to portray economic and cultural advancement in the United States.

There is still time for a U.S. manufacturer to enter most of these exhibits, by **writing:** Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230, or **phoning:** Area Code 202 WO 7-5316 or 3137.

Some exhibits that are closed are listed, with the recommendation that company representatives may wish to visit them.

► Trade missions composed of U.S. businessmen are organized to promote the export of U.S. goods and services. Some are organized and financed by the U.S. Government. Others are industry-financed and industry-organized and programmed with the help of the Government.

American firms interested in selling their products abroad are invited to submit their business proposals to: Bureau of International Commerce, Trade Missions, Code 8210, Department of Commerce, Washington, D.C. 20230.

Machinery and equipment for agriculture, industry and commerce; education and communication aids; home and recreation furnishings. ETHIOPIA. "For a Better Life and a Stronger Nation"—theme of **U.S. national exhibition, Addis Ababa, March 19-April 9.**

Dental equipment and supplies. GERMANY. The German market, as the Italian, offers opportunities for the American exporter in this field. **Frankfort Trade Center. March 23-30.**

Commercial baking and specialized printing equipment. JAPAN. Opportunity for U.S. businessmen to take advantage of dramatic modernization and expansion programs in these industries, spurred by Japanese government. **7th Osaka International Trade Fair. April 9-29.**

High fidelity and stereophonic sound equipment. GREAT BRITAIN. Exhibition will feature a wide selection of the latest American recorders, amplifiers, speakers, stereo tapes and record albums. **London Trade Center. April 14-22.**

Textile, plastics, chemicals, food processing and wood products. CARIBBEAN AREA. U.S. trade mission. Business proposals should be submitted by March 1. Mission is scheduled for **April 16-May 14.**

Automotive maintenance and safety equipment. SCANDINAVIA. A fast growing market for advanced automotive maintenance, testing and repair equipment and for traffic signal and control devices is available for U.S. manufacturers throughout Scandinavia. **Stockholm Trade Center. April 19-24.**

Heating, refrigeration and air-conditioning. GERMANY. Over one million trade visitors from all parts of the world come to the Hannover Fair every year. Large discoveries of natural gas, broadening application of refrigeration techniques, and the large-scale introduction of air-conditioning in housing and industry make the European markets more promising than ever to American industry. **Hannover Trade Fair, U.S. commercial exhibition. April 30-May 8.**

"Plastics USA." GERMANY. The exhibit will include plastics production machinery and related equipment; plastics raw materials and compounds; selected semi-finished and finished products having proprietary production features. T. T. Miller, Chairman of the Board, Society of the Plastics Industry, is scheduled as technical consultant to the exhibition. **Frankfurt Trade Center. May 4-11.**

Security and fire prevention and protection equipment. GREAT BRITAIN. The U.S. exhibit will include burglar, fire and vehicle alarms, safes and security locks, personal call systems, computers, telephonic scramblers, valuable metal detectors, Regiscopes, pressure mats, microfilm, closed circuit TV, video tape recorders, central station controls, fire alarm batteries, sprinkler systems, fire tenders and related state-of-the-art devices. **London Trade Center. May 10-20.**

Manufactured diagnostic, surgical and therapeutic equipment. GERMANY. Germany's favorable business climate and the demand for better hospitals and improved equipment insure a promising market for U.S. manufacturers. **U.S. commercial exhibition. Internationl Hospital Exhibition, Stuttgart. May 11-14.**

Metal finishing equipment. ITALY. Growing industrial recovery now demands rapid increases in capacity and techniques of both captive and job-shop electroplating and spray painting plants. This market is technologically advanced and ready for automation and most recent innovations. **Milan Trade Center. May 17-23.**

Specialized industrial modernization equipment. JAPAN. Four specially selected categories of advanced industrial equipment have been earmarked as having unusually attractive sales possibilities. Process control computers, industrial filtration equipment, fluid power devices and specialized industrial components will be featured. **Tokyo Trade Center. May 17-27.**

Mechanics' hand and power tools, automotive testing equipment, engine maintenance and repair equipment. THAILAND. Rapidly expanding automobile market in Thailand needs hand

find agents, make sales

and electric power tools, air or hydraulic tools and heavy machinery for garage and service stations. **Bangkok Trade Center. May 18-31.**

Advanced teaching and training aids. FRANCE. France is building and equipping new schools at an unprecedented rate. The Ministry of Education has demonstrated this interest by arranging for over 1,000 educators to attend the U.S. exhibition, at government expense. French industry, too, is expanding its training program, urged by a government tax that must be used for skill training. The market is particularly bright for sophisticated equipment, in which American manufacturers excel. **International Equipment Exposition. U.S. commercial exhibition. Paris. May 19-23.**

Instruments, components and computers. UNITED KINGDOM. The British Government is encouraging industry to modernize. The situation demands the importation of instruments, components, and computers. U.S. manufacturers, already suppliers at the rate of $30 million a year, can sell more. **I.E.A. exhibition: The Olympia, London. May 23-28.**

Industrial fasteners. SWEDEN. The U.S. commercial exhibition will feature advance mechanical fasteners and assembly equipment for Sweden's growing industries—particularly in the automotive, aircraft, electrical, engineering, timber, plastics and related fields. The show will include all types of labor saving equipment and devices of interest to the Scandinavian manufacturers in cutting production costs. **Stockholm Trade Center. May 25-June 1.**

Production Equipment for the Electronic Industries. ITALY. Urgent need exists for U.S. production equipment to solve rising labor costs and technological obsolescence throughout Italian electronic industries. Reports from recent exhibit at the Trade Center in Frankfurt confirm strong demand for U.S. equipment judged 5-7 years ahead of European competition. **Milan Trade Center. June 9-15.**

Executive aircraft and accessories. GREAT BRITAIN. Business and private flying in the U.K. has grown considerably in recent years. More and more commercial and industrial companies are turning to private and executive aircraft. Over 1,400 such aircraft are registered now in the U.K. and the number appears to be increasing at 150 a year—an interesting indication of a growing market for U.S. executive aircraft manufacturers. The U.S. exhibition will also include panel instruments for light aircraft as well as Com-Nav equipment including VHF multi-channel transceivers; VOR/ILS airborne sets; and inexpensive, lightweight, low-drain ADF. Exhibitors may arrange for demonstration flights of their aircraft at a nearby London airport. **London Trade Center. June 14-24.**

Specialized machine tool accessories and precision gauging equipment. JAPAN. The most sophisticated and advanced U.S. machine tool accessories and precision gauging devices will be featured in this unique exhibition. The sales outlook for these items is particularly bright. **Tokyo Trade Center. June 14-24.**

Hotel, restaurant, catering equipment and automotive maintenance equipment. ISRAEL. The emphasis on attracting tourists by the Israeli Government will afford American manufacturers of this equipment an opportunity to sell in this market. A total of 5,500 hotel rooms are planned within the next five-year period. Of the $100,000,000 investment in this area, one-third will be underwritten by the Government. The increase in automobiles, buses, trucks and other vehicles will require upgrading of the automotive service and maintenance equipment necessary to keep these vehicles in operation. **International Trade Fair, U.S. commercial exposition. Tel Aviv. June 21-July 9.**

Business machines and office equipment. THAILAND. The continuing trend of new and modernized business establishments, factories and improved educational standards has contributed to a growing demand by Thai companies, schools, institutions and governmental departments for a broad range of these products. **Bangkok Trade Center. June 29-July 12.**

Dairy equipment. Modernization of dairy industries in Europe, with a continuous trend toward mergers of small and medium sized dairies, has created unusual marketing opportunities for U.S. manufacturers of dairy equipment, including bulk milk handling equipment, a field in which American industry has been leading for many years. **U.S. Exhibition, International Dairy Machinery Exhibition. Munich. July 4-9,** held in conjunction with the 17th International Dairy Congress.

Equipment and supplies for paper and film conversion. JAPAN. Promising sales opportunities exist in Japan for specialized paper and film conversion equipment. Although Japan is now a leading pulp and paper producing country, its conversion techniques have lagged behind international standards. **Tokyo Trade Center, July 12-22.**

Specialized machine tools, packaging machinery, and industrial instrumentation. MEXICO. A $1.3 billion industrial development program signals a promising opportunity for U.S. manufacturers to expand sales in neighboring Mexico. **U.S. solo exhibition, Mexico City. Aug. 1-13.**

Laboratory apparatus, analytical and test instrumentation. ITALY. In the next five years, Italian Government and private research institutions will triple their expenditures for scientific research. To help American suppliers increase their 17% share ($3.4 million) of the rapidly expanding market for scientific and laboratory instruments in Italy, the U.S. will stage an exhibit featuring physical properties testing machines, non-destructive testing machines, instruments for physical and chemical analysis, electric and electronic measuring and checking devices, transducers and related apparatus, high quality standard laboratory appliances, and educational aids for secondary school laboratories. **Milan Trade Center. Sept. 5-12.**

COLOGNE: BRITAIN HAS QUIET START

by Dominic Roberts

IF you want to know how to sell furniture to Europe, ask the Americans. This seems to be the message of the International Furniture Fair which opened on Tuesday in Cologne.

This is the Fair in which the British furniture industry has made its first major concerted effort to sell on the Continental markets with its Board of Trade supported group exhibit.

More than 20 manufacturers showed in the British group exhibit as well as a number of others who decided to remain outside among their German, Belgian, Dutch and Scandinavian competitors.

But the two new national selling efforts in this massive complex of new furniture (there are 13 halls, each one nearly the size of the Earls Court Exhibition) were made by the Americans and the British.

The British group is excellent—by Earls Court standards—but the Earls Court philosophy of waiting on the stand until the buyers arrive did not pay dividends on the first day.

The Cologne Fair is so vast that European buyers have to be tempted to make something like a three-quarter-mile walk to see the British exhibitors.

The Americans, however, who are also making a major assault on the European market at this show, have put their not inconsiderable resources behind their effort.

There is an illuminated message (with photograph) from President Lyndon Johnson; there are at least 20 uniformed interpreteuses; there is a girl in 18-gallon hat and spurs (on a Texas company's stand, of course) and there are old colonial room settings which include a full meal of imitation turkey and imitation ice cream on the dining room tables.

The American exhibit was crowded from the moment the show opened.

Co-incidentally the Americans struck oil for another reason. This year's Cologne Fair shows without a shadow of doubt that Europe is going traditional.

Although modern displays are obviously well in evidence, the majority of the furniture manufacturers in Europe have traditional or reproduction pieces in their range.

In Cologne they call it the romantic line. In America they call it old colonial. In Britain we call it reproduction and tend to classify it as a separate branch of the furniture industry.

The switch from stark Scandinavian modernity to the traditional line is very noticeable and here the Americans (who do not seem to make any design later than 1850 any more) are benefiting.

So are British firms like existing network of European customers, warehouses and personal contacts which showed up to the first day of the fair.

Bevan Funnell equalled the Americans' marketing verve by giving their prospective customers Merrydown home-made wine which blended very well with their furniture!

But although they certainly stole this colonial show, it is unfair to compare the Americans with the British in all respects.

The help from their government far outweighs that given by the Board of Trade to the British exhibit.

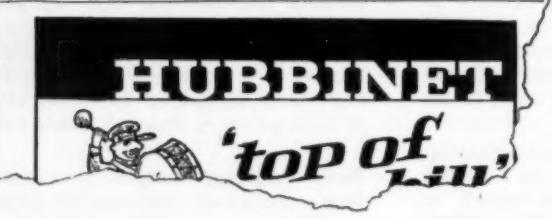
There is also some doubt in many people's minds whether the 10 to 16 per cent differential they are quoting between US factory prices and c.i.f. Antwerp prices is really realistic.

Still the British flag is (literally) being flown in Cologne and the Continental buyers will—during the five days of the Fair—be made conscious of the fact.

Two lessons emerge.

One is that British manufacturers must take more care in picking products for the market.

And the other is that either potential exporters to Europe must take stands in the middle of their Continental competitors (as have Lebus, Stoneshill G-Plan, Bevan Funnell, etc.) or the Board of Trade must spend a great deal of time and money to make any British display a major attraction in this acreage of counter attractions.



BRITISH SAY AMERICANS BENEFIT at Cologne by pushing colonial furniture in assault on European market. *Furnishing World*, one of the British furniture industry's leading trade publications, commented on this in a report of the recent 1966 Furniture Show at Earls Court and said the U.S. success at the Cologne fair was mainly due to the attractiveness of the American exhibit and vigor of salesmanship.

Home Kitchen Exhibition to take place in Stockholm

A Home Kitchen Exhibition, IDEKOK 66, will be held Oct. 7-17 in Stockholm, Sweden. U.S. firms are invited to participate.

IDEKOK plans to exhibit complete kitchens, as well as household appliances, sinks and sink fixtures, garbage disposal units, built-in ranges and related kitchen equipment.

Write: Lars Bostrom, Director, IDEKOK 66, P.O. Box 24024, Stockholm 24, Sweden.

Trade fair association links four German cities

Trade fair authorities in four large German cities have set up an Association of German Trade Fairs.

Main objective of the organization is to promote fairs and exhibitions through the most advantageous display of products in accordance with the principles of free competition, and through the continued exchange of experiences and ideas.

Chairmanship of the Association, which will alternate between member organizations every three years, will be assumed by Direktor C. Th. Steidle of the Frankfurt fair management. His term will expire on June 3, 1968.

Fair officials in Duesseldorf, Hannover and Cologne are the other organization members.

GLASS SHOW

The Glass 1966, Materials, Equipment and Products Show is scheduled to be held Sept. 12-15 in Tokyo. The sponsor hopes to have 15 foreign participants, particularly in the fields of production and process equipment, refractory and other materials, and measuring, testing and other instrumentation equipment since Japan lags substantially in those areas. Foreign firms may participate only through their agents in Japan. **Write:** Nikkan Kogyo Shimbun Sha, Jigyo-Bu, 1-3 Ote-machi, Chiyoda-ku, Tokyo.

Germans buy 300,000 units of Silly Putty in 3 weeks

Silly Putty, the well-known American solid liquid plaything, stands a good chance of becoming well-known in Germany.

Introduced for the first time on the German market in January, it sold 300,000 units within three weeks. Peter Hodgson, owner of Silly Putting Marketing, New Haven, Conn., said his most optimistic estimate, before it was introduced, was 80,000 units sold by the end of April.

The product, packaged in Frankfurt, is identical to the one sold in the United States. It sells for approximately 75 cents, about 25 cents cheaper than the original.

Much of the initial impact in Germany is attributed to the advertising campaign mounted by the German office of Foote, Cone & Belding, which relies on 30-second commercials aimed at children.

Silly Putty was shown in Germany for the first time three years ago at a toy show in the Frankfurt Trade Center.

Germany's junk car problem may mean more U.S. exports

Disposing of junk cars in Germany has created problems there and export opportunities for U.S. firms.

The number of cars to be scrapped is expected to total 1.4 million by 1975. The 1965 total was 500,000.

The West German automobile industry and leading scrap dealers are considering the establishment of one or more large central auto scrapping and scrap baling plants after the pattern of U.S. plants.

Write: Studiengesellschaft fuer Autoverschrottung m.b.H., attention: Herr Adloff, 4 Duesseldorf 1, Am Fallhammer, Germany.

TO ENTER 73 FAIRS

Canadian manufacturers and producers will display their products in 73 international trade fairs in the next 18 months under sponsorship of the Department of Trade and Commerce. Exhibits are scheduled in the United States, Britain, West Germany, France, Italy, Switzerland, Thailand, Spain and Yugoslavia.

Additional information on trade fairs and trade center shows, unless otherwise noted, is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

AMERICAN-MADE garments on display in a leading Melbourne department store. The Sydney-Melbourne areas account for 40% of Australia's population.

AUSTRALIAN OUTLOOK

Growth may slow a bit

Huge mineral discoveries buoy up already strong economy; farm incomes hit by drought

By EDWARD C. HOWATT
Commercial Officer

and NORMAN L. SMITH
Economic Officer
U.S. Consulate General, Melbourne

Australia began 1966 with a continuing strong economy and a generally high level of commercial and industrial activity. However, there are indications that the economy may expand at a slower rate during the year and there is a feeling of uncertainty in some quarters.

Australia's prosperity depends to a large extent on its overseas sales of agricultural products. While income from meat exports has been climbing, lower returns from wool, wheat and sugar coupled with increasing imports have perpetuated the unfavorable trade balance which began in mid-1964. Farm incomes have also been hit hard by the severe drought which has seriously affected both animals and crops.

Although it will be next year at least before crop production will have recovered and well beyond that before flocks and herds can be rebuilt, the drought now appears to be easing and wool prices are improving. More land is being brought into production and modern methods are helping to raise its agricultural output.

The relatively small size of the Australian market makes it impractical to produce many items. Lack of the economies of scale available in producing for a larger market force many capital-intensive industries to operate at relatively higher costs than their overseas counterparts. Nevertheless, assisted by funds and technology from overseas, Australian industry is growing in strength and diversity, and increased exports of metals, metal manufactures, machinery and chemicals are perking up as earners of foreign exchange.

Trying to curb imports

However, the Australian Government is expected to continue efforts to restrain the growing level of imports in order to bring the trade accounts more nearly into balance. Official policies of the United States and Great Britain have raised doubts about the level of capital inflow. Thus far the level has remained high, but any substantial curtailment of overseas investment would be felt quickly.

Declining farm incomes, tight credit and increased interest rates have had a depressing effect on some parts of the economy. Private housing construction has fallen off, as have purchases of automobiles, electrical appliances and agricultural machinery and equipment. Retail sales in general have done little more than hold even.

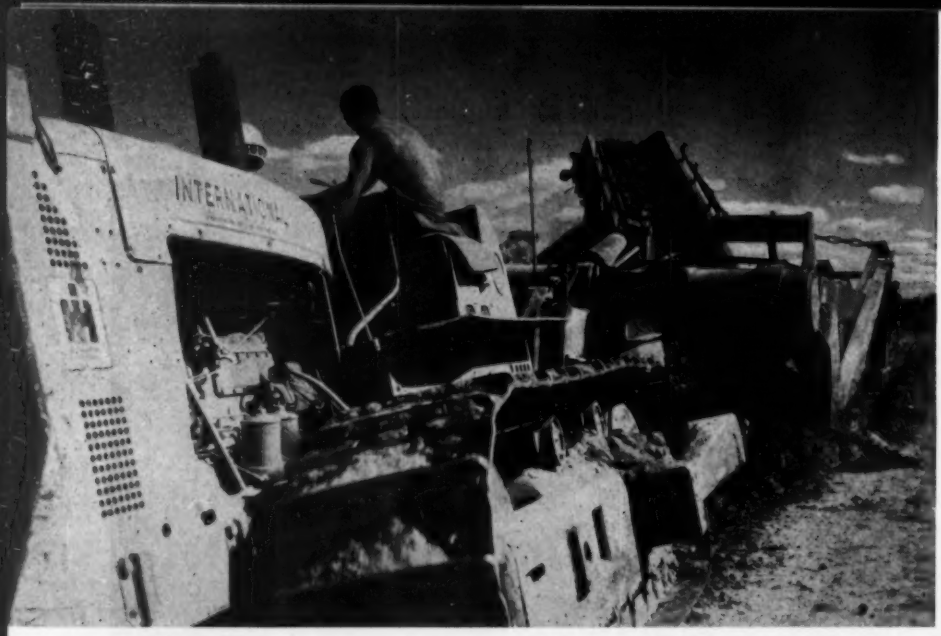
In part, at least, this reflects the Government's efforts to restrict private activity in order to increase Federal spending without causing inflation.

The Government did act in December to make more money available for home building, and automobile sales now seem to be picking up as well.

The new Government under Prime Minister Harold Holt (formerly the Federal Treasurer) can be expected to continue to watch the situation closely and make adjustments as necessary.

Australian labor has been in very short supply for many months, particularly skilled workers. Continued full employment and well-filled pocketbooks have helped keep spending up. However, this shortage has also tended to slow production, increase overtime and raise costs.

Even with the seasonal increase caused



U.S. EQUIPMENT at work on a dam-building project in Victoria. Discoveries of huge mineral deposits and petroleum explorations also provide ready markets for sales of rugged U.S. goods.

by the influx of school graduates in December, the number of registered job seekers at the end of the year rose to only 1.5% of the work force. If the usual pattern is followed, this will soon revert to less than 1%.

Although the quotas are small, drafting of young men for military service is also contributing to the labor shortage.

Another major source of domestic activity and prosperity is in prospect as the result of extensive new mineral developments. Particularly important are the iron ore deposits in the Hamersley Range of Western Australia. Conservatively estimated at 15 billion long tons of good grade ore, they constitute the third largest reserve in the Free World.

Five major groups comprised mostly of joint American-Australian interests are developing these deposits currently and have concluded contracts for future exports to Japan of iron ore valued at some $2,318 million.

The first shipment has been made and exports during 1966 should amount to nearly $35 million. These are expected to exceed $100 million by 1968 and to reach a continuing annual level of about $180 million by 1972.

A capital investment of as much as $600 to $700 million will be necessary to exploit these iron ore discoveries fully. Massive machinery to mine, handle and treat the ore must be purchased.

New towns

Seven new towns housing 7,500 workers, three new large-capacity deep-water ports, and more than 580 miles of railway may be built during the next four years. Air conditioned houses complete with basic furniture, and medical, schooling, and other community services will be provided.

Tasmania is also represented in Australia's iron ore developments, with work already started on the big Savage River Project. It is expected to be in operation by the end of this year with an initial annual output of more than 2 million tons of high grade pellets.

Other examples of the tremendous potential of Australian mineral reserves, some of which are now being developed while others have only recently been discovered, are bauxite and alumina at Weipa, northern Queensland; bauxite on the Gove Peninsula, Northern Territory; copper in the Northern Territory, New South Wales, South Australia and Queensland; copper, lead, zinc and silver at Mt. Isa, Queensland; lead and zinc at McArthur River, Northern Territory, and Tasmania; tin in the Northern Territory, New South Wales and Tasmania; coal in Queensland; and nickel, magnesite, ilmenite, rutile, manganese, and gold.

Petroleum exploration is intensive throughout the continent and significant discoveries have been made in Queensland and Western Australia. Significant reserves of natural gas have also been found in the Northern Territory, Queensland, Western Australia, South Australia and Victoria.

The top discovery in 1965 was the natural gas strike in April only 16 miles off the coast of Victoria—about 140 miles from Melbourne and some 380 miles from Sidney. This is especially notable because its location is reasonably close to sizeable markets.

The most likely areas for direct commercial benefits from this development lie in the supply and installation of pipelines and related items, and converting old equipment and supplying new for the utilization of natural gas. Conversion costs in the Melbourne area alone are estimated at from $25 to $45 million.

Not only does natural gas constitute an excellent fuel for the generation of heat and power, it also serves as a raw material for end products such as plastics, solvents, synthetic rubber, textile fibers, carbon black, ammonia and nitrogenous fertilizers. As these industries develop and expand there should be many further opportunities for American manufacturers and exporters throughout a broad spectrum of Australian industry.

Increased domestic business and foreign trade have inspired sufficient confidence for expansion programs to be undertaken throughout most of Australia's manufacturing industries. Most of the high level of imports last year can be attributed to the requirements of manufacturers.

A recent survey by the Commonwealth Department of Trade and Industry disclosed that most new investment is being made in basic industries such as steel, aluminum, fertilizers, petroleum products, chemicals, paper, Portland cement and bricks. Increased investment is also evident in other building materials, heavy engineering and railway rolling stock. A number of textile firms are modernizing their plants and equipment.

Growing pains

Many plants, especially in Melbourne and Sydney, are outgrowing their inner city locations and shifting operations to outlying metropolitan areas. Others are expanding by establishing or extending branch manufacturing operations in other States. In the process these companies will need new equipment and additional supplies.

The growing maturity of Australian industry is reflected in the increased interest of many companies in new products, processes and equipment in order to reduce unit costs, increase productivity and enhance both their domestic and export competitiveness. Some are establishing or expanding research and development facilities.

The more important new products and processes which have been introduced include new types of synthetic rubbers, isobutanol and iso-octanol, a new method of degreasing wool with solvents, paper-machine felt, a new process of hop extraction, nylon molding resins, veterinary products, capsules for pharmaceuticals, telecommunications equipment, magnetic tape, larger types of rolling mills, and new

developments for producing stainless, electrical, strip and coil steel.

Other U.S. goods in which Australian businessmen are particularly interested are: numerically controlled and other moderately-sophisticated metal working machine tools; portable and moveable automatic welding equipment; advanced types of materials handling and lifting equipment, including overhead cranes with capacities up to 50 tons; scientific instruments and appliances; sophisticated measuring, testing and control equipment, including ultrasonic and radiographic devices; advanced medical, dental and surgical supplies and equipment, specialized clinical test equipment and X-ray apparatus; closed-circuit color television systems; business machines, computers and data processing equipment; freeze drying and other food processing machinery; military equipment and material including specialized components such as coaxial connectors and gold contact connectors; airplanes and helicopters; vehicles, tractors and road making machinery and parts; automobile air conditioners; musical instrument amplifiers; books, magazines and audiovisual training aids and accessories; new toys, games and novelties for the teenage market; quality sheets, blankets, pillowcases and towels; women's sportswear, raincoats, blouses, handbags and hosiery; and lamps and household gadgets and gift items.

In general, anything which is new, different, of good quality, competitive in price, and successful in the American market will have a good chance of selling well in Australia. This is a sophisticated economy with an increasingly large and diversified industrial capacity.

The government's tariff policy is designed to encourage and protect the development of "economic and efficient" domestic industry. Accordingly tariff rates on items manufactured in Australia are often quite high.

Imports from the United Kingdom and some of the Commonwealth countries receive a Preferential Tariff which is at least 7½% less than the General rates applicable to the United States and other countries. However, when comparable goods are not readily available from Australian or UK sources, imports may be admitted under By-Law free of duty or at concessional rates.

Concentration

Australia's principal commercial centers of Sydney and Melbourne contain about 40% of the 11½ million population and the headquarters of most of the major companies, with the majority of factories situated nearby. Allowing for differences in products, most exporters to Australia would do well to locate an agent/distributor with a head office in either Melbourne or Sydney and with branches or representatives in other States.

Due to the size of the market, appointment of exclusive agents and/or distributors is usually recommended to provide sufficient incentive for an effective marketing program. Representatives who have stocks on hand and who maintain their own service organizations are taking over from indent agents and commission merchants.

Unlike the United States, some segments of domestic manufacture and distribution in Australia are organized and controlled so as to set prices, divide markets and exclude competition.

Because of the shortage of loan funds and the high cost of credit in Australia, U.S. exporters should consider generous financing terms as well as aggressive sales promotion to compete with sellers from third countries.

Buy direct

Most large retail establishments buy direct from local or foreign suppliers. Many have their own offices or representatives in the United States and also send officials on frequent visits overseas. In fact, buyers in most medium to large Australian firms are well acquainted with the offerings not only of American but of British, European, Japanese and other companies. If they haven't seen the product in Aus-

AIRCRAFT bought from U.S. by TAA, Australia's internal airline, takes on cargo at Adelaide terminal. Vast distances and sparse population make shipping by air a common practice in Australia.

tralia, chances are they have seen it somewhere during the course of a round-the-world trip.

Many U.S. companies don't appear to be interested in Australia. Undoubtedly the buoyant American market absorbs the energies of many enterprises, but perhaps there is a failure to appreciate the commercial potential and the extent of the technical advances which already have taken place in Australia.

Some Australian businessmen complain about Americans' failure to answer correspondence, price quotations f.o.b. inland U.S. factory rather than c.i.f. Australian port, poor packaging, inferior or faulty merchandise which appears to have been exported to Australia because it would not be accepted in the United States, and infrequent or too brief visits from American businessmen.

Want training programs

On technical items, Australians would like to see a program for training their sales, engineering and maintenance staffs at manufacturers' plants in the U.S.

Australia continues to grow in importance as a market for American goods. During the financial year ending last June 30, its imports from the United States were valued at nearly $779 million. With 24% of the total, the U.S. remained Australia's second most important supplier—closely behind and gaining on the U.K.—but with Japan coming up strongly in third place.

The U.K. traditionally has been the principal source for Australia's imports, and it continues to maintain this position although its relative share of the market is declining. The United States' second strongest competitor, and one which is growing rapidly in importance, is Japan. It has long been the dominant supplier of cotton and linen piece goods and in 1964-65, for example, it tripled its exports of iron and steel to Australia and is now the largest supplier of bar, rod, plate and sheet steel.

Also in the past year, Japan doubled its sales of motor vehicles and parts to Australia and nearly doubled its exports of machines, machinery and other metals and metal manufactures.

Other significant exporters of manufactured goods to Australia are Canada, Germany, France, Italy, Sweden, the Netherlands and Switzerland. New Zealand supplies mainly newsprint and softwoods. India, Malaysia, Indonesia and the Arabian States sell such items as tea, spices, textiles, rubber, timber and oil.

Imports from Mainland China and the Soviet Union are not large but there is some pressure to increase imports from both.

British Honduras invites investors as economy nears independence

By HARVEY T. CLEW
Vice Consul,
U.S. Consulate, Belize

Entrepreneurs interested in our southern neighbors should consider British Honduras—Britain's Central American territory on the Caribbean which is aiming for independence before 1970 as the new nation of Belize.

Only 800 miles south of Miami, this British Dependency already has a large measure of internal self-government, and offers investment opportunities in tourism, agriculture, and a broad variety of small business activities. With the signing of a full Investment Guarantee Agreement between the United States and British Honduras on February 8, American investors may now apply for the entire range of specific and extended risk protection.

Americans will find a hospitable investment climate in English-speaking British Honduras as well as these unique features:

- Potential tourist attractions in Caribbean Keys, waters teeming with fish, and Maya Indian ruins, but only a rudimentary tourist industry at present;
- Some two million acres of cattle, crop, sugar, citrus and banana land, with good potential for both export and domestic producers, since many foods traditionally have been imported up to now;
- An annual per capita income estimated at $250 and a literacy rate at over 90%, the result of an extensive system of state-supported church schools;
- A heritage of stable government and a peaceful population of about 109,000, including several races and language groups living together in tolerance and harmony;
- A tropical climate tempered by the Northeast Trade Winds.

Premier George Price, a Christian Democrat, is attempting to weld this diversity into "the emerging nation of Belize," but as yet no date for independence has been set. Most estimates set it for 1968 or 1969. It is expected to remain in the Commonwealth after independence.

Mr. Price's Government recently insti-

ORANGES ARE CHECKED for soundness before being fed into juice-making machines. (British Info.)

tuted drastic fiscal and land tax measures to hasten development. An austerity budget raised import duties on luxuries and some foods but lowered them on agricultural equipment and animal feed. A new land tax aims at developing or freeing from abstentee ownership much undeveloped but accessible land.

Crossroads

British Honduras has always been a meeting ground of Caribbean and Latin cultures. The government hopes to capitalize on this heritage by retaining trade and cultural ties with the West Indies and the Commonwealth, while expanding contact with Central America.

As inducements to new investors, the government offers a Seven-Year Development Plan outlining priorities, a Puerto Rico-type program of tax and tariff holidays ranging from 11 to 15 years, and a recently-organized Development Finance Corporation for financial and technical guidance. Ancillary guidance and services are available from the well-trained and efficient civil service.

Some recent investments which received tax holidays and tariff-free privileges on plant, materials and equipment are the country's first meat packing plant, a tire-recapping venture, and a shade and broadleaf tobacco experiment.

The Development Plan, based on recommendations by United Nations specialists, offers opportunities in cattle raising, light industries for the domestic market, fruit canning (including pineapple), the building of pleasure boats, animal feed pellets, coconut oil, concrete tubes, dried and salted fish, a leather tannery, and a wooden furniture industry.

Although road connections to neighboring countries are still poor, they are improving. The capital of Belize City is only three hours by air from Miami and New Orleans. Expansion of Belize International Airport this year to accommodate jets will reduce flying time even further.

Keys to tourism

Proximity to the United States makes the nearly untouched offshore Keys more and more attractive for tourism ventures, particularly since water-front property is now at a premium in other parts of the Caribbean. The Keys set astride and behind the Western Hemisphere's longest barrier reef, stretching from the Mexican to the Guatemalan borders.

Since one-third of the country's population lives in Belize City, this 300-year old settlement at the mouth of the Belize River is the country's chief market and port and also serves adjacent areas of Mexico.

AS MECHANIZATION picks up momentum in British Honduras, the market for U.S. machinery should grow substantially. The colony aims for independence by 1970, and foreign investors are welcome.

As part of its move toward independence, however, the government has plans for a new capital city called Mopan, 50 miles inland in the center of the country. The new site will relieve pressure on Belize City and support the drive to open the interior to agricultural development. With $10 million of initial financing being provided by the United Kingdom, survey work on the site is already underway.

Opportunities exist for private U.S. participation in housing and other auxiliary services in the new capital, guaranteed by the newly-signed Investment Guaranty Agreement.

Great Britain bears part of the financial burden in British Honduras, which is not receiving United States financial assistance. Great Britain, Canada and the United States recently announced a joint economic survey of British Honduras' growth potential in connection with its development over the next few years. Plans are underway for the State of Michigan to form a partnership with British Honduras under the Partners Program of the Alliance for Progress.

At the request of the United Kingdom and Guatemala, the U.S. Government recently named a mediator to recommend solutions to the long standing dispute between them over British Honduras.

Best wishes

With the best wishes of the mother country, British Honduras is stepping up the pace toward political independence and economic self-sufficiency, and has the welcome mat out for responsible American investors.

Those interested in pamphlets on investment aids and specific investment opportunities should write to The Economic Secretary of the Ministry of Finance, Belize City, British Honduras, or consult pertinent publications in the nearest Field Office of the U.S. Department of Commerce.

Investment agreement

Another step towards economic development in British Honduras was taken on February 8 with the signing of the Investment Guarantee Agreement with the United States.

The agreement authorizes the U.S. Agency for International Development (AID) to insure new U.S. investments against normal commercial risks as well as risks of currency inconvertibility, damage or destruction by war, revolution, or insurrection, and expropriation, nationalization or confiscation. New investments must, of course, be first approved by the Government of British Honduras.

Costa Rican imports zoom 30%, but U.S. share of market slips

Several nations plans trade missions to fast-expanding market; end of volcanic eruptions helps restore business confidence

Costa Rican imports reached record levels in 1965, and the 30% increase in the first three quarters apparently continued through the Christmas holidays. Both investor and consumer confidence has greatly improved since the volcano ceased erupting a year ago, and wholesale and retail sales have also set records.

However, strong competition has cut the U.S. share of Costa Rican imports from 48% of the total in 1963 to 40% in the first half of 1965. Mexico, France, Japan, and the United Kingdom all plan trade missions to Costa Rica in 1966, in quest of sales in an import market which has risen 40% since 1963.

In January-September 1965 total imports were $126.1 million, compared with $96.3 million in the like period of 1964. Third quarter sales were up nearly 44% over the same period of 1964.

Imports of capital goods for agriculture and newly established import-substitution industries and of luxury-type consumer goods increased rapidly in the second half of 1965. Shipments from the Central American Common Market (CACM) nearly doubled in the first nine months of 1965, from $5.3 million in 1964 to $10 million. Large food imports were necessary as a result of prolonged drought in the Guanacaste region.

Exports to the CACM countries in the first nine months of 1965 increased to $12.8 million from $11.3 million in the same period of 1964, despite a drop in exports of fertilizer after the El Salvador plant began production. Costa Rica maintained its favorable trade balance within the CACM, but it fell from $6 million in 1964 to $2.8 million in 1965.

Overall deficit

On the other hand, Costa Rica had an overall trade deficit of $42 million in the first nine months of 1965, compared with only $21 million during the first nine months of 1963. Exports increased only 23% over two years ago. Monetary authorities attributed the large deficit partly to increased credits during the first half of 1965.

Gross reserves at the end of 1965 were $20.2 million, a rise of $1.8 million which was presumably due to large inflows of private and public capital, including net drawings of $7.1 million on the IMF. During fourth quarter 1965 disbursements of AID loans were $3 million, including $1.3 million for recovery from the Irazu eruption, and $800,000 for private industry through the private financing company COFISA.

Good tax receipts

The deficit in Government finances continues, having increased internally about $4 million between September 1964 and September 1965, and externally about $5 million. Good fourth quarter tax receipts and the usual sale of treasury bills to the banking system allowed the Government to meet all wage payments, including $4 million in Christmas bonuses, and most of its pressing bills. Subsidies to some autonomous agencies were not paid. After the Export-Import Bank agreed to some refinancing, there were sufficient funds to service all loans.

Government expenditures amounted to $100 million in 1965, including supplementary appropriations, about 6% above the previous year.

The overall 1966 budget calls for total expenditures of nearly $95 million. The ordinary budget totals $83 million, considerably greater than the $74 million appropriated in 1965. Government expenditures in 1966 will be augmented by a salary increase of about 10% which became effective January first. Supplementary appropriations for 1966 presumably will be requested when the new Legislature convenes in May.

The Government has requested negotiating authority from the Legislative Assembly for 10 authorizations totaling $97 million and including: $44 million from the World Bank for port improvements, $20 million from the World Bank for loans to the private sector, $13 million in World Bank agricultural loans, $7 million from Export-Import Bank for the Inter-American Highway, $5.2 million from Inter-American Development Bank for redeveloping lands damaged by the volcano, and $4 million from AID for relending to small farmers.

Reports from builders and architects indicate that private and public contruction, as well as projects of the semi-autonomous institutions, such as ICE (electricity), SNAA (water sewerage), and INVU (housing), are picking up rapidly.

Wholesale and retail sales reached record levels, 10% above the previous year, in the last two months of 1965, reflecting record employment and anoptimistic consumer outlook. Sales indices showed a rise of 9% in the first 10 months of 1965.

Just before Christmas, the Central Bank relaxed credit for commerce, virtually unobtainable for several months, thus enabling banks to lend funds to importers for payment of customs duties.

The retail price index has remained virtually stationary in recent months. At 127.0 in November (1952 = 100), the cost of living was below the 129 of November 1964.

During the fourth quarter, 22 new industrial projects were studied by the Ministry of Industry-AID development staff. The largest were an $8 million polyethylene plant, a $3.5 million dehydrated fruit and vegetable plant which is now seeking CABEI financing, and a $2 million essence plant on which Coca Cola has decided to proceed. Smaller projects ininclude a $200,000 water-meter factory and a $15,000 operation to raise and can crayfish.

More planned investments

The Ministry of Industry and Commerce signed 118 Industrial Encouragement Law contracts in 1965 involving over $25 million in planned investment in new or expanded plants which will employ about 3,100 workers. In 1964, 108 contracts involving $18 million were granted, compared with only 82 contracts worth $6 million in 1963.

Since the Industrial Encouragement Law became effective in 1960 contracts have been signed involving investments of $75.5 million and creating 12,000 jobs. Although all investments covered by contracts may not have been made, these figures reflect the stimulus provided industry by the Law and the Central American Common Market.

The Central Bank reported inflows of $33 million in the last 8 months of 1965, compared with $14 million in the same period of 1964. Reportedly, much of this increase represents foreign investment.

The Government continues to welcome foreign investment, especially joint ventures. Inquiries should be sent to Promocion Industrial, Ministerio de Industrial de Industrial y Comercio, Apartado 5001, San Jose.

Venezuela's in high gear

Buoyant economy bolsters optimism, attracts investors as 200 new projects are weighed

As 1966 began, the Venezuelan economy continued to show strength and buoyancy.

Business conditions were generally very good, and interest in new investment soared as over 200 new projects were submitted for Government approval. Foreign exchange reserves remained at a formidable $834 million.

Petroleum production rose by 2.8% to almost 3.5 million barrels per day despite some weakening in international oil prices. Imports were higher in 1965 than in the previous year. Demand for credit has continued tight.

Venezuela also decided to join LAFTA, despite the protests of certain industrialists.

Although statistics covering international trade in the fourth quarter are not yet available it is expected that total imports will be substantially higher than the $1.1 billion level reached in 1964. It is also expected that the U.S. share of the Venezuelan import market remained at a little over 50%.

Venezuela signed as a contracting party to the Latin American Free Trade Association (LAFTA) during the fourth quarter but Congressional ratification is still required. Various industrial groups protested this action, claiming that Venezuela's high-cost industry was in no position to compete with the products of other LAFTA countries. The Government, however, held firm to its decision.

Indeed there were indications that it was beginning to take a more critical look at the degree of protection given to certain consumer's industries.

Duties lifted

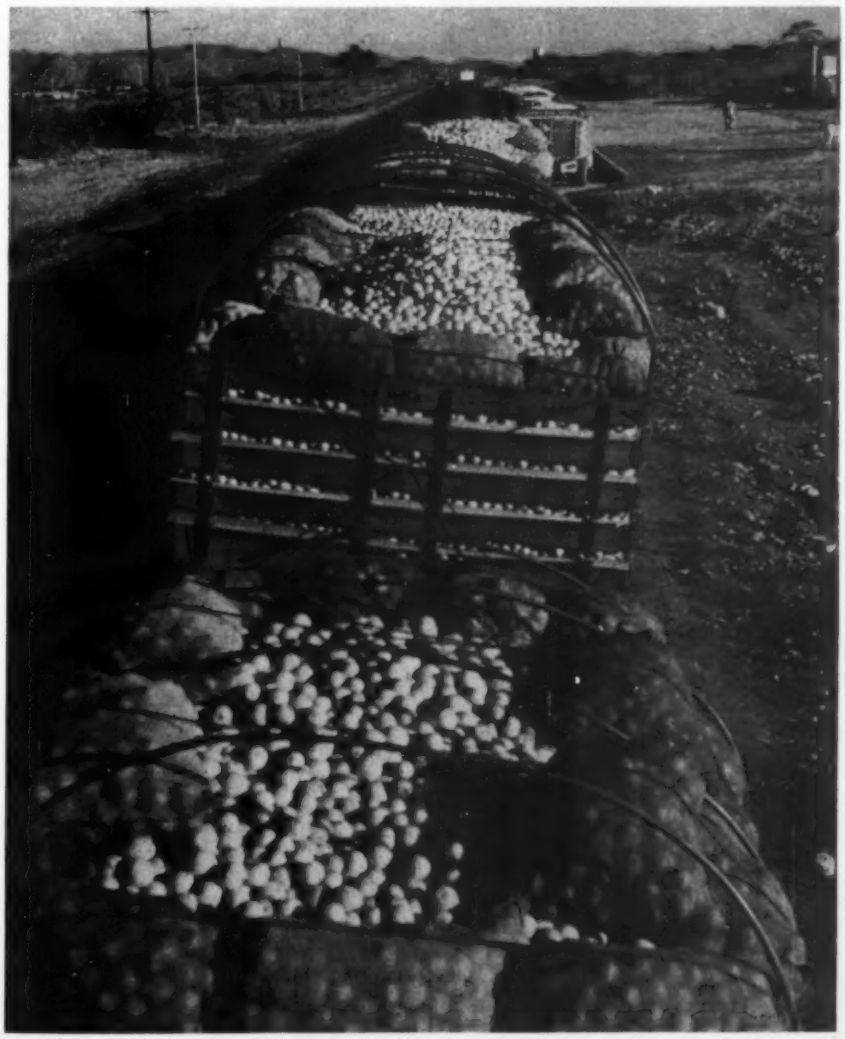
For example, in one instance, the Ministry of Development announced the withdrawal of duty protection and special benefits given to two local toy manufacturers. The Ministry stated that these companies had failed to carry out their obligation to utilize domestic raw materials and to meet local market demands, which were the basis for Government protection.

While on the one hand the Government was withdrawing protection for industries considered uneconomical, it also imposed new licensing and quota restrictions on imports of fruit pulp and deciduous at the end of 1965. The importation of both types of fruits will be reduced by 10% each year. The basic reason for the restrictions, which sharply affect U.S. exports of fruits and pulps, is to force consumers to consume greater quantities of local tropical fruit juices.

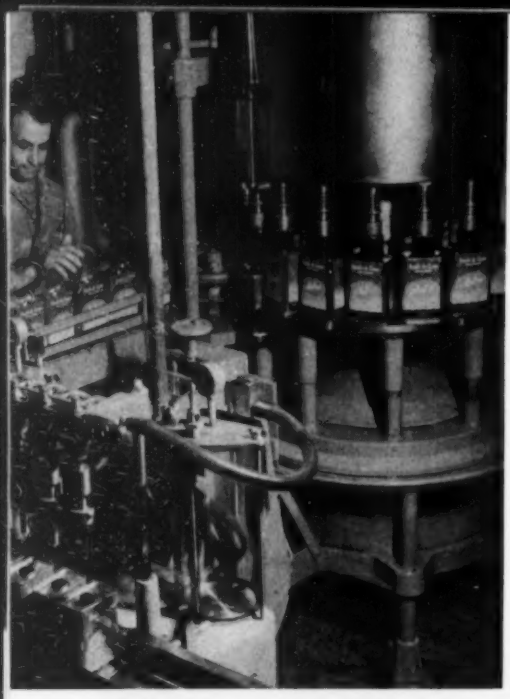
Another Government decree required foreign suppliers and local producers of electrical appliances to provide equipment designed to function either on 50 or 60 cycles in the future. This was the result of an agreement between the Government and the electricity producers to shift gradually to 60 cycle current in the coming years.

The Government also issued new packaging regulations. All grains and cereals now must be packed in 500 gram packages, thus eliminating the 1 pound (about 450 grams) packages formerly used. There was also some indication that milk bottlers may be required in the near future to pack their product in 1 liter containers rather than the quart package now in general use.

Industrial activities showed signs of ac-



FRUIT TRUCKS LINE UP alongside this Venezuelan road before heading for the urban markets. New restrictions on fruit imports were designed to boost the consumption of domestic fruits and juices.



DOMESTIC INDUSTRIES receive customs protection and special benefits from the Venezuelan Government. This machine cans edible oil for local market.

celeration. The Ministry of Development published a list of 208 projects calling for estimated investments totaling 544 million bolivares ($120.9 million) involving the creation of 10,000 new jobs, and the use of over 350 million bolivares ($77.7 million) in local raw materials. Seventy-five of the projects (38%) were in the metalworking field.

At year's end, the Instituto Venezolano de Petroquimica (IVP), a government-owned corporation, announced plans for expansion of the petrochemical industry. IVP hopes to establish plants for the annual production of 150,000 metric tons of ethylene, 90,000 metric tons of propylene, 50,000 metric tons of polyvinylchloride, 50,000 metric tons of synthetic rubber and 40,000 metric tons of polyethylene. IVP said that among the foreign firms discussing petrochemical possibilities in Venezuela were Allied Chemicals, Union Carbide, Goodrich, American Cyanimid, Grace, Dow Chemical, Phillips Petroleum, International Minerals, Imperial Chemicals and Shell.

The automotive industry also came in for added Government attention. New decrees established substantial rises in the percentage of national content to be required, but target dates for compliance were stretched out. The Government also prohibited new vehicle assembly plants and limited the importation of knocked down vehicles to present operators.

There were many complaints from the business community about the tightness of credit. Increasingly, the private sector called on the Government to provide loan funds through existing institutions and to create additional financial institutions. Foreign-owned firms were criticized for alleged excessive use of local credit.

The credit shortage also stimulated criticism of foreign mutual fund sales, which have increased substantially in Venezuela in the past several years.

In early 1966 the Government imposed severe restrictions on the sale of foreign mutual funds in Venezuela.

On the whole, 1965 was an excellent financial year. A small government budget surplus was registered, although it may have been offset by additional spending by independent government agencies.

The petroleum industry continued to thrive despite weakening international oil prices. Yearly comparisons between 1964 and 1965 indicate that petroleum production was up 2.3%, refinery operations, 7.1%, exports, 1.7%, domestic consumption, 6.8% and the number of wells drilled, 7.7%.

At year's end, the Government presented the oil companies with a claim for back taxes covering 1958-60 and amounting to some 500 million bolivares ($111 million). Simultaneously, the Government announced that discounts on future residual fuel oil exports would be limited to 10% of posted prices. This would have the effect of raising the f.o.b. price of fuel oil from about $1.55 a barrel to $1.80, a price at which the oil companies claim fuel oil would not be competitive with other energy sources.

May modify position

Subsequently, the Government has indicated that both the back tax claim and the discount regulation were subject to modification and that it intended to take a reasonable position on both subjects.

Venezuela acceded to the general agreement establishing interim arrangements for a world satellite communication system on December 30. Commercial satellite service will be available to South America by September, and to expedite construction of earth stations the Comsat Corporation is offering technical engineering services to the governments of South America.

The World Bank has approved a credit of $37 million to CANTV, the national telephone company. This will assist in financing a three-year program to expand and improve telephone and telex service. The program calls for establishing a submarine cable linking Florida and Venezuela. This is scheduled to be in operation by August, giving Venezuela a high quality overseas telephone and telex system.

More U.S. firms selling in Austria

Embassy steered 43 companies to representatives during '65

At least 43 American companies that just a year ago were not represented in Austria are now selling in that market.

The actual number is considerably higher, because these 43 are only those which used the services of the Commercial Attache's office at the U.S. Embassy in Vienna. Undoubtedly several other American companies entered the Austrian market without the help of the commercial staff.

Because of a number of limiting factors, this type of aggressive market penetration is necessary if the United States is to improve its position in the Austrian market. U.S. exports to Austria decreased by about $7 million in 1965, to a market share of only 4%.

Lower American sales in Austria were due to two main causes: the decline in Austrian imports of grain and coal, and the growing availability of U.S. products from subsidiaries and licensees in Europe, with its consequent lower freight costs and customs duties.

Other considerations affecting American exports include the 10% tariff reduction between members of the European Free Trade Association, which on January 1 became only 20% of the rates applied to imports from non-EFTA countries, and the increase in Austria's bilateral trade agreements with Eastern Europe and the corollary need to accept their exports such as grain in return.

On the positive side, however, there are several indications of a broadening in the Austrian market for American manufactured products. Discounting coal and grain, U.S. sales in Austria actually rose in 1965. Austria's steady economic growth, its expanding import level, and its need for still more consumer products to counteract the tendency of rising prices also bode well for U.S. exporters.

The U.S. Trade Centers in Frankfurt and Milan are also big assets for American companies wanting to sell in Austria. Despite the numerous trade fairs in Central Europe, about 60 Austrian firms sent representatives to Trade Center shows in Frankfurt and Milan in the last four months of 1965 alone.

This is convincing evidence that Austrian businessmen will invest time and money to seek out suitable American goods.

Optimistic Panama expects to surpass last year's records

Government seeks to publicize investment opportunities abroad; imports of U.S. soybean oil replacing copra from other sources

The economic situation and the prospect for increased sales of U.S. goods to Panama appear bright at the beginning of 1966. Record sales of most lines of consumer goods during 1965 have caused businessmen to look forward with optimism to an even better year in 1966.

President Robles announced that a balanced budget had been achieved in 1965. Increased governmental spending is anticipated during 1966 and funds from a number of Alliance for Progress loans will find their way into the economy, providing new opportunities for increased sales to Panama by U.S. suppliers.

Prospective foreign investors, particularly those looking toward export markets, are keenly interested in the outcome of the current U.S.-Panamanian Canal Treaty negotiations and the resolution of the question of Panamanian association with the Central American Common Market (CACM) or some other larger trading bloc. Some investors consider that for certain lines of products the potential offered by the size of the CACM is an attractive exchange for the numerous advantages offered by Panama, such as its central geographic position in the Western Hemisphere.

The government continues to encourage new foreign investment and, in association with organized business groups, has a program underway to identify specific investment opportunities and publicize them abroad. In the meantime local infant industries continue to receive protection, as evidenced by the promulgation of expanded quota protection for some domestic industries in December. The effect of this action cannot yet be determined.

Money on hand

Despite Panama's chronic unfavorable trade balance, which is largely compensated for by sales of goods and services to the Canal Zone, adequate financing seems available for increased commercial purchases from abroad during 1966. Local commercial banks remain willing and anxious to finance imports, but lending is selective and term and mortgage money is tight, with increased demand. Bankers have recommended action which would increase the current 7% ceiling on loan interest rates to insure continued domestic deposits and a ready supply of funds for lending, but no specific steps have been taken by the government in this direction.

DISA (Desarrollo Industrial, S.A.), a privately-owned investment banking institution, is negotiating with the U.S. Agency for International Development for a substantial new loan to supplement the $5.1 million AID loan to the bank in 1963. DISA finances small and medium-sized local industries.

While final statistics are not yet available regarding Panama's 1965 foreign commerce (1964 imports totaled $168 million), all indications are that both imports and exports grew, with substantial increases in some categories (10-15% for soft goods and electrical appliances).

Manufactured goods remained the largest single imported item, with increased imports of petroleum products, machinery, chemical products and foodstuffs. Preliminary statistics indicate that imports totaled $86.5 million and exports $32.3 million during the first six months of 1965.

The Colon Free Zone reports that, during the first 11 months of 1965, Free Zone imports and exports total $83.6 and $140.4 million respectively, both figures exceeding comparable statistics for all of 1964. A $2.5 million project to drain and fill land for the expansion of Colon Free Zone facilities has been announced, but financing and timing are not yet known.

Record production of bananas, Panama's principal export commodity, was reported for 1965 and prospects for 1966 continue bright with good prices prevailing in world markets. A substantial increase in Panama's U.S. sugar quota for 1966 is expected to provide another source of added income during the year.

Meanwhile, the sharp drop in world prices has practically driven local cocoa raisers out of production.

Construction outlook

Total construction in the Panama City area during 1965 was valued in excess of $15 million, somewhat below the 1963 record. The industry should remain fairly stable during 1966, supported in part by housing, school, road, and sewerage and water projects financed under Alliance for Progress programs.

Specific sales opportunities open to American suppliers include the construction and equipping of a 33-40 megawatt thermal electric power station at Las Minas Bay, near Colon, for Panama's Institute of Water and Electrical Re-

CHURNING THROUGH the locks, world traders are keeping Canal Zone activity at peak levels. Sales of goods and services to the Canal Zone help Panama compensate for its chronic trade deficit.

sources; the provision of agricultural implements and related equipment to the Ministry of Agriculture under a $2.4 million AID loan, and the equipping of several telecommunications projects contemplated by the Panamanian Government.

Numerous local firms have expressed interest in becoming agents or representatives of U.S. firms desiring to participate in these projects.

The Panamanian Government is importing substantial quantities of U.S. soybean oil for the first time, replacing previous imports of copra from other sources.

Local investors, with private foreign financial assistance, contemplate the construction of a large new flour mill during 1966. The mill should provide a new market for U.S. wheat. Equipment requirements for the mill will probably be filled in Europe.

Approximately $700,000 worth of pipe and related equipment will be purchased in the United States during 1966 as part of an AID-financed sewerage program for the City of Colon.

Other projects scheduled during the year under Alliance for Progress programs include the construction of 166 rural self-help schools, several large housing projects, and pilot agricultural stations. Funds may become available during 1966 for additional road construction and irrigation projects.

Morrison-Knudson presently is undertaking the completion of the final portion of the Inter-American Highway project west of Panama City under a contract in excess of $10 million. Construction of the Darien Gap section of the highway, east of Panama City, is not contemplated in the near future.

A feasibility study shortly will be undertaken to consider the extension of the Panama City water supply system. Other planned studies center around the promotion of tourism by constructing tourist centers and hotels, and the development of a large irrigation and water control project in Panama's Central Provinces. Increased public and private interest in the development of agricultural lands should create a demand for fertilizers and well drilling equipment.

Government steps

Retail sales should be good again in 1966 despite some tightening of credit and concern about the beginning of a cost-of-living squeeze. To restrain the cost-of-living increase, the government has taken steps to insure the stability of prices for basic commodities subject to price control.

The market for new cars has been good and sales should hold up well into 1966.

U.S. suppliers of white goods and foodstuffs can expect continued good sales. Equipment for small new industries is being sought on a continuous basis. Recent commercial bank loans have been extended for, among other things, the purchase of equipment for food processing and canning, shoe production, local clothing manufacture, plastics extrusion equipment, machine tools, diesel electric equipment, small boat hardware, and printing equipment.

Competition remains keen and U.S. suppliers and manufacturers who hope to stay in Panama's market must exert additional effort to study local marketing conditions and requirements. Panamanian Government import statistics indicate a continued slight decrease in the U.S. share of the local market (these figures, however, do not include imports on government accounts financed under the Alliance for Progress).

A rapidly changing economic situation and growing prospects for increased investment and sales opportunities provide an interesting and potentially profitable challenge to U.S. business.

Rising French use of natural gas leads to imports from Netherlands

Lower production costs, rising living standards trigger substantial gains in usage by households and industry

Dutch natural gas from the Groningen field will begin to arrive in France in late 1967 or early 1968, as a result of a recent agreement between Nederlandse Aadolie Mattschapij and Gaz de France (GDF), the French national gas company.

The quantity supplied under the agreement will increase gradually, and is expected to reach 5 billion cubic meters annually by 1975—3 billion for households and 2 billion for industrial use. The gas will be piped through Belgium to Maubeuge, France, and from there will go to the Paris region which GDF expects to consume 1.5 billion cubic meters per year by 1975.

The purchase of such large amounts of Netherlands natural gas despite rapidly increasing production of gas by domestic and Algerian suppliers indicates a sharp acceleration in the use of gas in France in the near future.

A growing population and a rising standard of living are expected to stimulate consumer demand for gas considerably. New housing construction and the changeover to newer, larger, and more efficient equipment for home heating, hot water, and kitchen use will increase demand even further.

The expansion of French gas production in recent years reflects development of new supply sources as well as increased output by existing sources. Purchases of natural gas and of gas from refineries have increased more than five times since 1951. Gas bought from coking stations and steel plants increased from 1.5 billion therms in 1947 to 6 billion therms in 1964 (1 French therm=3968 B.T.U.'s). Gas obtained from oil refineries—nonexistent in 1947—rose to more than 2 billion therms in 1964.

Since 1959 natural gas coming from the Lacq fields in southwestern France has resulted in expanded distribution to industry and the public. However, since 1962 this production has been relatively constant at 5 billion cubic meters. The transport network for gas expanded from 2,350 kilometers in 1947 to almost 11,500 kilometers in early 1965. The Lacq network alone accounts for more than 4,000 kilometers, and serves the regions of Vannes, Rennes, Beauvais, St.-Quentin, Dijon, Lyon, and St.-Etienne.

Price reductions

Lowered production costs achieved by centralization and modernization, and increased demand stimulated by the discovery of new uses for gas have permitted substantial price reductions. Together with expanded publicity and advertising, they have led to significant increases in the number of consumers and in the quantity of gas consumed.

Gas users numbered 6.4 million in 1965, compared with 4.6 million in 1959. Sales of gas for industrial use rose 340%, from 13 billion therms in 1951 to 44 billion therms in 1964. In this same period sales by Gaz de France alone doubled

to 24.5 billion therms, and are expected to reach 44 billion therms in 1970.

In the past 10 years Gaz de France has expanded its functions of transporting and distributing energy. It now intends to expand its role as producer. A large new plant near Paris is planned which will supply the Seine, Seine and Marne, Seine and Oise, and Oise Departements with gas obtained by the new catalytic cycling cracking method.

New techniques have resolved some of the problems caused by the considerable seasonable variation in gas consumption, especially prevalent in the Paris region. A natural subterranean reservoir is being used for gas storage at Beynes, near Versailles. Gas is injected during the summer when consumption is low and withdrawn during the winter when consumption is high. A second reservoir at St.-Illiers (between Mantes and Vernon) will store gas imported from the Sahara.

Since natural gas has a higher caloric content than most manufactured gases, it has been necessary to modify and adapt existing gas burners. By early 1965 approximately 1.3 million conversions had taken place, and one out of four gas customers can now use natural gas. By 1980 conversion to natural gas should be complete.

Gas consumption in France has gone up about 8% annually since 1955, and is expected to rise approximately 10% annually from now until 1985. In 1955 gas held only 6.6% of the total energy market in France, whereas by 1964 its share was 7.5%. From 1951 to 1964 domestic sales in therms more than doubled, going from 7,054 million to 15,183 million. The number of users of gas was close to 6.15 million in 1964, and is expected to reach 10.5 million in 1985, a gain of 70%.

These strong gains reflect an increase in new housing construction. Some 75% of the new housing is situated in areas served by the national gas network.

Increased gas consumption also reflects rising living standards. Demand for better heating facilities is part of the broader demand for more comfort.

Large numbers of young people are reaching marriageable age. This will stimulate demand for new household appliances. Moreover, young couples tend to accord a larger proportion of their budget to household expenses.

For cooking, gas predominates over coal, electricity and oil. Moreover, the trend to gas is strong, especially in the cities and among consumers younger than 35. The market for equipping kitchens with gas is relatively saturated, but sales for new housing and for replacement of old stoves should increase.

NEXT STOP, PARIS. Gas from the Netherlands' Groningen Fields will begin flowing into French homes and factories during late 1967 or early 1968, under the terms of a recently-signed long-term agreement.

Demand for hot water heating by gas is expected to expand. Although France stands first in Europe in the number of water heaters per 1,000 users of gas (120 in 1963), many of these are of low capacity and inefficient compared with the newer models. Only 20% of the gas heaters serving baths are well suited to this use.

In 1962 only 20% of gas subscribers had gas-heated hot water for washing machines. Thus, this market is far from saturated.

Still modest

Use of gas to heat buildings is still modest in comparison with use of coal or fuel oil.

The majority of gas heating equipment in use consists of individual heaters (about 1 million), but central heating has now become popular in new construction. Since 1960, French law requires that all new apartment buildings outside of the Mediterranean area be equipped with central heating.

Heating by gas has become an increasingly important factor in the utilization of gas in France. The number of gas-fired boilers per 1,000 users increased annually by 3.2 in 1960; 5.5 in 1962; and 9.0 in 1963. The 1963 figures are much higher in the southern region, which is serviced by the natural gas network.

Future gains in gas consumption for heating will come mainly from two groups: gas users who do not have gas heating installations and customers living in newly-constructed buildings.

There are 3.5 million gas consumers who do not have central heating. Some 2 million of these heat their homes with solid fuels.

By 1975, about 900,000 dwelling units will use individual gas heaters, 2 million units will have their own gas central heating, and 200,000 apartments will be centrally heated by large gas boilers. Recently Gaz de France granted a 50% reduction in the price of gas to purchasers of housing units in a large development by Levitt and Sons at Le Mesnil St.-Denis, Seine and Oise. This housing complex is equipped exclusively with gas.

There are many new uses for gas which will increase French demand in the coming years. Gas dishwashers are expected to come onto the market at reasonable prices. At present, dishwashers use gas only indirectly to heat water, and are priced quite high. Gas clothes dryers are also beyond most household budgets, but should decline in price.

Gas air conditioning, especially in the warmer regions of France, is expected to gain in popularity. Use of gas incinerators should expand in older buildings not connected with sewerage systems. Gas lighting may well regain its past favor as an illuminator of gardens and villas.

Growing volume of investment approvals indicates Greece may be cutting red tape, easing standards

An uncommonly large number of recent approvals of investments under Greece's foreign investment law may reflect an official attempt to cut red tape and ease criteria.

In terms of foreign exchange they will bring in, the following are the largest industrial investments approved in the last few weeks:

- $1.13 million by the West German firm Wanderer Werke to establish a plant in Crete to assemble and manufacture television sets, electronic calculating machines and other electronic equipment. Total cost of the investment, which is to be made in association with the Greek businessman P. Eliades, is placed at $2.5 million.
- $1 million by Esso-Pappas to finance the Esso-Pappas Industrial Co., S.A., which is to hold and operate the common facilities of the Esso-Pappas industrial complex.
- $900,000 by the French firm Union Nationale de Constructeurs en Batiments Industrialises to establish a plant to produce prefabricated buildings. The plant will employ 180 workers. The value of the firm's output is expected to be $4 million annually, 5% of which must be exported.
- $200,000 by the U.S. firm Panelfab International in association with local interests to build a $650,000 plant which could manufacture prefabricated buildings for schools, dwellings, storehouses and other uses. The value of the firm's output is expected to be $3 million annually, of which $500,000 must be exported.
- $500,000 by Koninklijke Nederlands Gisten Spiritus Fabrik of Holland for a plant to produce yeast, concentrate malt extract and additives for the baking industry.
- $507,500 by the West German firm Goldschmidt to establish in the Elefsis area a plant for the electrolytic recovery of tin from tinplate waste and used tin cans.
- $550,000 by Raftopoulos, Rassini and Dinari, Italian citizens, for the establishment at Chalkis of a plant to manufacture floor and wall tiles.
- $420,000 by A. Zafrana for a plant in Thessaloniki to produce expanded polystyrene.
- $400,000 by the U.S.-controlled Carton General Alliance Hellas to expand the production facilities of their corrugated fiber board and corrugated carton manufacturing plant in Corinth.
- $500,000 by the Greek firm V. Vassos for expanding its facilities for the manufacture of building construction equipment. Total investment in the project is expected to be up to $900,000. The new operation is programmed to employ 250 workers and to produce equipment worth $2.5 million annually.

The Greek Tourism Organization (EOT) has announced that approval has been issued under Greece's foreign investment law to Angelos Trepeclis & Co., for $1.2 million to be invested in a tourist hotel of 121 rooms (212 beds) in Athens. Total expenditure is placed at $2.4 million, of which $1.2 million represents the value of the land on which the hotel will be built.

Another approval under Greece's foreign investment law was issued to Cl. Thomopoulos and Ismini Thomopoulou for 3 million Swiss francs for the completion of a hotel of 187 rooms (319 beds) in Thessaloniki.

Uruguay extends curbs

The Uruguayan Government has extended the prohibitions of 115 items in the zero and 30% surcharge categories until April 18.

This extension will expire at the same time as the six-month prohibition of goods in the surcharge categories of 60% and higher. However, similar restrictive measures may be enacted before the April 18 expiration date, to be effective for all or part of the remainder of the year.

Costa Rica simplifies industrial law procedures

Costa Rica now requires only one application for customs duty exemptions from manufacturers, and will process industrial incentives applications through committees of specialists.

In order to speed application processing for establishment of new industries under the Law of Industrial Development, the Ministry of Industries and Commerce has appointed committees specializing in a particular product or commodity. The waiting time has been reduced from more than a year to less than six months.

Manufacturers entitled to duty-free privileges under the Law of Industrial Development were previously required to make a separate application for each import. Now, they submit only one aplication on their total annual requirements of raw materials, containers, equipment and parts.

Since the Industrial Encouragement Law became effective in 1960, contracts to invest over $75.5 million and to create 12,000 jobs have been signed. The new measures are expected to further attract prospective new industries and curb abuses in connection with duty free imports under the benefits of the Industrial Development Law.

United Kingdom imposes new credit restrictions on installment purchases

The British Government has announced new credit restrictions to strengthen efforts to achieve balance-of-payments equilibrium by the end of 1966.

The restrictions tighten credit terms on installment buying. Downpayments on all household appliances (except cookers, water heaters and boilers), clocks, radios, television sets, tape recorders, photographic equipment, suitcases, and carpets were increased from 15 to 25%, and the repayment period reduced from 30 to 24 months. Downpayments on furniture and mattresses were increased to 15% from the previous 10%, and the period reduced to 30 months. Although the downpayment on cars (25%) will remain unchanged, the repayment period is reduced from 30 to 27 months.

Advance rental payments (primarily TV rental) required on signing a hiring agreement increased to the equivalent of 32 weeks rental (formerly 20 weeks rental).

Eastern European export license approvals rose in last quarter '65

Agricultural goods headed list of commodities totaling $41.3 million cited in 74th Quarterly Report

The Department of Commerce has reported export license approvals for Eastern European countries totaled $41.3 million in the fourth quarter of 1965, compared with $39 million in the previous quarter, and $31 million in the fourth quarter of 1964.

Agricultural commodities valued at $24 million constituted more than 50% of the total, the Department said in the 74th Quarterly Report on Export Control.

Fourth-quarter 1965 applications rejected amounted to $1.8 million.

Principal destinations for approved applications were Czechoslovakia, $16.6 million; USSR, $11 million; East Germany, $8.2 million; Hungary, $2.3 million; Bulgaria, $1.7 million; Rumania, $1.2 million, and Poland, $300 thousand.

Czechoslovakia led in approved agricultural applications with $12.4 million, followed by East Germany, $7.9 million; Bulgaria, $1.6 million; Hungary, $1.5 million, and the USSR, $600 thousand.

The principal commodities were yellow corn, $9.2 million; grain sorghum, $5.8 million; soybeans, soybean meal and soybean oil, $3.8 million; wheat, $3.5 million; barley, $1 million, and cotton linters, $400 thousand.

Other shipments

Other principal commodities were woodpulp, $4.5 million; industrial chemicals, $1.1 million, and paper converting machinery, $2.7 million, all of which were licensed for the USSR; magnetic tape and magnetic tape handling units, $700 thousand to Czechoslovakia, Hungary, East Germany and Poland; gear manufacturing equipment, $1.1 million to Czechoslovakia; computers and parts, $1.6 million to Czechoslovakia and Hungary, and centrifugal gas compressors and parts, $800 thousand to Rumania.

Items for which applications were rejected included a data processing system, $1.1 million to Czechoslovakia; video recorders, parts and accessories, $414,511 to Poland and Rumania, and electronic communications equipment, $137,330 to the USSR.

Actual exports to Eastern Europe in the third quarter last year were $24.3 million, compared with $39.1 million in the previous quarter and $38.6 million in the third quarter of 1964. These exports represented 0.4% of total U.S. exports for the period.

Destinations listed

Poland received $7.4 million of the total: USSR $6.7 million, and Czechoslovakia, $6.8 million. Inedible tallow was the principal export to Poland and the USSR, and fruit juices to Czechoslovakia.

Imports from the Eastern European countries continued to advance, to a total of $34.5 million. Poland accounted for $16.3 million of the total—principally canned ham and other meats, vegetable textile fibers, and iron and steel forms. The USSR provided $7.5 million, consisting principally of undressed furs, chrome ore, platinum and palladium.

For a copy of "Export Control, Seventy-fourth Quarterly Report," at 20 cents a copy, **write:** Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., or any Department of Commerce Field Office.

British trading firm denied export rights

Rad Reps (Factors), Ltd., of Hounslow, Middlesex, England, a trading firm which handles U.S.-origin automotive spare parts, has been denied all U.S. export privileges for 60 days.

Anthony G. Hopkinson, a director and one of the principal officials in the firm, also is named in the order.

Administrative proceedings have been instituted against the parties charging that the firm, through Hopkinson, purchased automotive parts from a U.S. supplier and admittedly re-exported most of the parts from the United Kingdom to Cuba with knowledge that the re-exportations were in violation of the U.S. export control regulations.

The 60-day denial order was issued to prevent the parties from further dealing in U.S. goods pending disposition of the formal charges. The parties involved will have the opportunity to contest the charges and to present evidence in their defense.

All outstanding validated export licenses in which Rad Reps and Hopkinson have an interest have been cancelled. The U.S. Export Regulations provide that, without authorization from the Department of Commerce, no person may trade with a party he knows has been denied U.S. export privileges in commodities exported from the U.S.

U.S. traders will sell 1.1 million bushels of wheat to Iranian firm

Pars Cotton Ginning and Oil Mill Corporation of Iran will purchase up to $1.75 million worth of U.S. wheat or wheat flour for resale in Iran during fiscal year 1966.

The U.S. has signed a long-term dollar credit Food for Peace agreement with the Iranian firm which will use the proceeds of the sales to construct a livestock feed mill, grain handling and storage facilities and related equipment.

The Commodity Credit Corporation will finance the purchase of the 1.1 million bushels of wheat or wheat flour, as well as certain ocean transportation costs, making the total export market value of the transaction $1.97 million.

The firm will pay for the wheat in 10 equal annual installments. Sales of the wheat and/or wheat flour will be by private U.S. traders. Credit purchase authorizations will be announced at a later date.

DIESEL ENGINES

A Belgian machinery manufacturer seeks a joint venture to make diesel engines and compressors or pumps. The company offers a partner minority participation in the firm.

Write: Anglo-Belgian Co., S.A., 35 Wiedauwkaai, Ghent, Belgium. WTD.

Local currencies available to U.S. business

Country	Unit of Currency	Amount	U.S. Equivalent
Latin America			
Bolivia	Pesos	6,920	583
Paraguay	Guaranies	63,063	501
Far East			
China (Taiwan)	NT Dollars	157,595	3,940
Korea	Won	174,602	646
Near East and South Asia			
Ceylon	Rupees	4,750	998
Cyprus	Pounds	187	526
Greece	Drachmae	119,259	3,975
India	Rupees	289,288	61,057
Iran	Rials	89,156	1,189
Israel	Pounds	28,608	9,536
Pakistan	Rupees	92,036	19,214
Turkey	Lire	55,286	6,143
UAR (Egypt)	Pounds	14,375	33,129
Africa			
Congo (Leopoldville)	C. Francs	314,626	2,098
Ethiopia	E. Dollars	425	171
Guinea	G. Francs	685,449	2,781
Ivory Coast	CFA Francs	114,867	469
Morocco	Dirhams	16,568	3,301
Senegal	CFA Francs	121,001	494
Sudan	S. Pounds	956	2,766
Tunisia	Dinars	1,383	2,655
		Total	156,172

$156 million in foreign currencies available for loans to U.S. firms

Foreign currencies in 21 developing countries equivalent to $156.1 million are now available for loans to U.S. businesses interested in making overseas investments.

The Agency for International Development, which administers this "Cooley" loan program, also stated that it will receive applications for loans in Chilean escudos, which have not been available in the program recently. Up to 12 million escudos, equal to approximately $3 million, are expected to come into the program as a result of a Public Law 480 agreement concluded in 1965.

The funds, named after Rep. Harold D. Cooley (Dem.-N.C.), who sponsored the amendment to Public Law 480 which created the program, consist of local currencies received by the U.S. for sales of Food for Peace commodities abroad.

Americans who borrow from these funds repay the loans in the same currencies.

Who is eligible

Cooley loans may be made to:

- U.S. firms or their branches, subsidiaries or affiliates for business development or trade expansion in the local countries, or,
- U.S. or local firms for purposes which would expand overseas markets for U.S. agricultural products.

Loans may not be made for manufacture of products which would be exported to the U.S. to compete with U.S. products, or for agricultural commodities to be marketed in competition with American agriculture.

Applications for loans should be made directly either to the AID Mission in the country involved (care of U.S. Embassy), or to the appropriate Washington Regional Bureau of AID. There are four such Bureaus: Africa, Latin America, Near East-South Asia, and Far East, all located at AID, Washington, D.C. 20523.

General inquiries on Cooley loans can be addressed to the Agency for International Development, Office of Development Finance and Private Enterprise, Department of State, Washington, D.C. 20523.

Austrian company, owner lose U.S. export privileges

Firm re-exported U.S.-origin oil field equipment to Rumania

An Austrian firm, Hydraulics A.G., and its owner, Boleslaw Petuch of Vienna, have been denied U.S. export privileges for the life of the Export Control Act for re-exporting U.S.-origin oil field equipment from Austria to Rumania, after a request for re-export had been denied.

The action was taken by the Department of Commerce's Bureau of International Commerce (BIC).

Investigation disclosed that the equipment, valued at approximately $7,000, was exported from the U.S. to Austria in 1963, and that BIC denied a request to re-export to Rumania. Petuch, European distributor for a U.S. manufacturer of oil-field equipment, knew of the denial but nevertheless authorized release of the goods for shipment to Rumania.

While the sanctions, effective immediately, are for the duration of export controls, the respondents may apply after three years for conditional restoration of export privileges.

All outstanding validated export licenses in which the respondents have an interest are cancelled, and they are prohibited from dealing in goods and technical data exported from the U.S. The sanctions apply to their agents and employes, and all parties are forbidden to engage with them in export operations involving U.S.-origin commodities or technical data.

Vietnamese businessmen make 30 joint venture, licensing proposals

Small business investment mission members report wide variety of offers to potential U.S. investors

Members of the U.S. Small Business Investment Mission to Viet-Nam, following personal interviews with Vietnamese businessmen, have reported 30 joint venture and licensing proposals.

The opportunities, which vary in size, are notably diverse—covering activities such as production of baby foods, dyes, plastics and establishment of a rolling mill.

Firms interested in following up one or more of these proposals are requested to refer to the identifying Interview Report (IR) number which follows each proposal and to send their inquiries to: Bureau of International Commerce, Office of International Investment-8630, Department of Commerce, Washington, D.C. 20230.

In addition to furnishing the name and address of the Vietnamese concern, the Office of International Investment will provide advice and counsel regarding investment in Viet-Nam.

2011 Meat, frozen

5410 Supermarket

A joint venture is sought by Saigon businessmen and government representatives to establish a supermarket and freezer plant. Formation of a corporation owned jointly by Vietnamese private interests, the Government of Viet-Nam and U.S. private interests has been proposed. Initial plans call for locating a medium-sized supermarket in the basement of the Saigon Railroad Station and to use ground floor and next two floors for a department store. Because of security precautions, the supermarket would not be the self-service type.

Total capital requirement is uncertain but the entrepreneurs report no problem due to Government participation. The U.S. partner would be asked to furnish display cases, cabinets and possibly some packaging equipment and technical assistance.

The supermarket is planned as the first of a possible chain. Recommendations on equipment needed for each section of the store plus advice on controls for prevention of shoplifting and organization and staffing needs below the store manager level are sought from U.S. sources.

The freezer plant would be for meat for domestic consumption expanding at time of peace to include export items. Cost of proposed building estimated at $650,000. The needed equipment is to be furnished by U.S. partner at an estimated outlay of $300,000.

It is suggested that an interested U.S. investor visit Viet-Nam to examine this project in depth. Reportedly, Vietnamese type supermarkets with numerous small stalls rented by private merchants, cater mainly to low-income groups and servants who do most of the food shopping. Whether a U.S. type supermarket could attract this Vietnamese patronage can only be determined by further on the spot study. In addition a variety of competing sidewalk and street markets now exist in Saigon. **IR 16.**

2031 Canned fish

2033 Canned fruits, vegetables

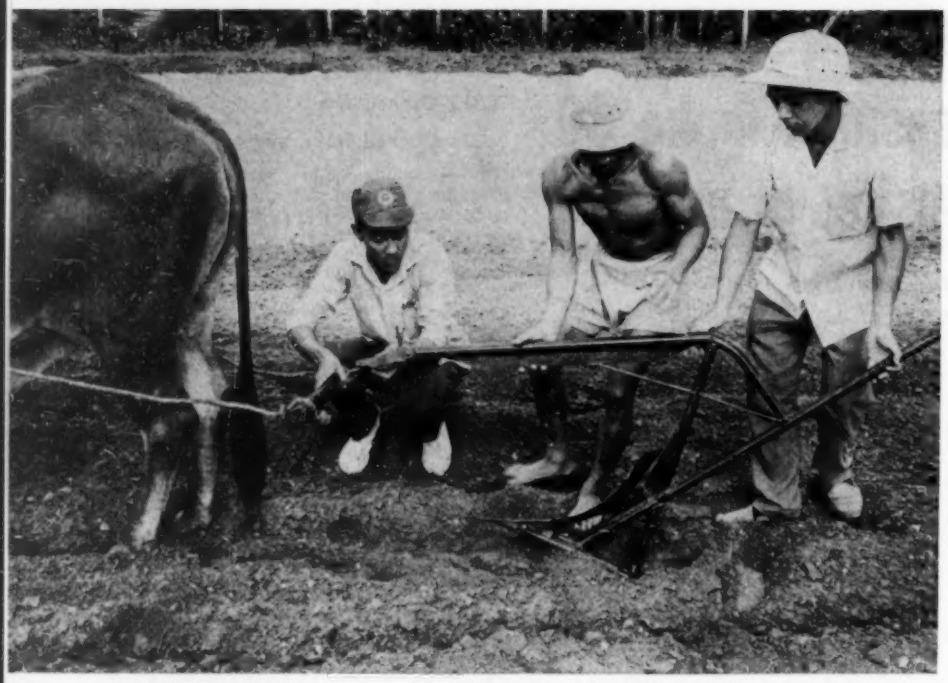
Food canning combine seeks joint venture to modernize and expand. The combine operates eight individually owned canneries, seven in Saigon area and one fish cannery in Phan Thiet, about 200 miles north of Saigon. Present organization acquired these facilities in 1962 and now has approximately 200 employees. Cold storage facilities are badly needed. Approximately $330,000 asked of U.S. partner to be used for equipment and operating capital. The organization also seeks U.S. technicians.

It is recommended that the proposed modernization be preceded by survey to assure adequate supply of raw materials for contemplated expanded production. **IR 6.**

2032 Baby foods

Manufacturer of dietetic products and pharmaceuticals wants joint venture to produce baby foods and a soybean and non-fat milk food for lower income groups. Additional market research and initial importing of these products could determine the degree of acceptance by the Vietnamese. **IR 15.**

SPECTATORS OF ALL AGES watch carefully as demonstrators grind cacao beans in a small factory.



VIETNAMESE FARMER receives tips on plowing, other agricultural techniques, from government advisors.

2815 Dye

An importer of fluorescent whitening dye, textiles and hardware is interested in a joint venture with a U.S. firm to manufacture fluorescent whitening dye, as well as sulphur and direct dyes. It is reported that the firm has authority to use dollars to pay for U.S. technicians, licenses and royalties as needed. However, with approximately $80,000 initially available, the proposal would be to form a corporation with the U.S. partner's participation of $50,000 to $80,000 in the form of equipment, technical services and some cash.

Of principal interest is the fluorescent whitening which must now be imported as none is manufactured in Viet-Nam. Annual potential business for this item alone is estimated at $800,000 by local company which has two small factories, approximately 4,000 square feet each, in Thu Duc, about 10 miles from Saigon. Adjoining space is available when needed. **IR 1.**

2834 Pharmaceuticals

Pharmaceutical firm, established in 1947, with international affiliations seeks licensing arrangement with U.S. company to manufacture drug products. The firm is prepared to discuss a joint venture arrangement if preferred. The company has 166 employees and operates with U.S., British and German equipment. **IR 5.**

Pharmaceutical firm with 27 employees, founded in 1955, seeks license or joint venture to expand operations. Firm does importing, wholesaling and retailing as well as manufacturing of pharmaceuticals. The head of the firm is also chairman of the Pharmaceutical Branch of the Saigon Chamber of Commerce. **IR 2.**

A joint venture or licensing agreement is sought by a Saigon manufacturer of pharmaceutical products. Firm wishes to expand its present facilities for manufacturing, packaging, and distributing. **IR 9.**

2834 Pharmaceuticals
2844 Cosmetics

Manufacturer and importer of pharmaceutical products seeks license or joint venture with U.S. firm to expand its product line. In addition, the firm is interested in preparing beauty products under license. U.S. partner would provide additional equipment required. Firm, founded in 1950, now has 149 employees. **IR 4.**

2844 Cosmetics

License or joint venture arrangement sought to manufacture cosmetics by firm now producing cosmetics and toothpaste. Firm wishes to include lipstick, hair spray, face powder and shampoo in its line for sale on local market which it estimates would reach initially about $200,000 a year. Equipment and technical assistance sought from U.S. firm. **IR 31.**

3069 Fabricated rubber products

Manufacturer of foam rubber and rubber products seeks joint venture for expansion purposes. Would join with U.S. partner to acquire new and modern machinery. Firm now reports business volume of about $3.6 million annually but believes that sales can be greatly increased. **IR 30.**

3251 Hollow bricks

Joint venture requested by businessman to start brick plant in Bien Hoa industrial estate. Claims suitable clay deposits available in Bien Hoa area. As industrial park requires minimum 51% Vietnamese ownership, 49% share offered U.S. collaborator. Daily production of 100,000 hollow bricks (10x10x20CM) planned. **IR 25.**

3253 Ceramic floor tile

Manufacturer of unglazed cement tile seeks joint venture with U.S. firm to produce glazed ceramic floor and wall tile with U.S. partner furnishing two-thirds of the required capital. Present firm founded in 1910 now has 220 employees. **IR 32.**

3261 Ceramic bathroom fixtures

A Saigon importer of ceramic bathroom fixtures seeks joint venture to establish plant for local production. Firm reports that adequate clay deposits are available and that only one known manufacturer of this product now operates in Viet-Nam. With increased need for housing, the firm says the demand for bathroom fixtures is substantial and estimates that annual sales of $2,000,000 could be generated. U.S. partner to supply equipment and technical know-how. At a later date the firm would consider the establishment of another company to make bathroom fittings such as faucets and other chrome work. **IR 3a.**

3261 Sanitary ware

Manufacturer and wholesaler of porcelain tableware seeks joint venture to start new plant in Bien Hoa industrial estate to produce wall tile, sanitary ware and electrical insulators. New plant capitalization set at $600,000, with 30% to 49% available for U.S. private participation plus technical assistance. According to local firm, $1.5 million worth of above products now being imported annually. **IR 24.**

3315 Wire, cable

Manufacturer of electric wire and cable seeks joint venture to expand and modernize plant. The firm is prepared to invest $200,000 in the program. **IR 10.**

3321 Foundry

A Saigon foundry, founded in 1926 which now has 100 employees, seeks joint venture to expand foundry and machine shop facilities. The firm makes pipe and valves for the open market and claims to have a good share of the country's business in cast iron pipe. It produces 600 sewing machine stands a month and reports using 720 tons of pig iron annually plus small quantities of copper and aluminum. Factory stated to be worth about $800,000 and firm plans with U.S. partner to double the size of its operation. It would particularly like to make city water pipe and valves (40 mm. up to 200 mm.). **IR 7.**

3360 Non-ferrous castings

License sought by foundry to produce non-ferrous castings such as brass valves and aluminum pistons for motorcycles. According to company representative, the present foundry has good U.S. equipment and a staff of skilled workers. **IR 23.**

3522 Farm machinery

A manufacturer of electrical products such as fans, capacitors and small transformers, seeks a joint venture to produce farm handtools. In addition to some capital, U.S. partner is asked to furnish machinery and know-

how for up to 50% interest in the venture. **IR 14b.**

3622 Electrical products

Manufacturer of electrical products including fans, capacitors and small transformers seeks joint venture to upgrade the quality of its products through technical assistance. Company is also interested in discussing feasibility of producing home refrigerators with experienced U.S. firm. **IR 14a.**

3692 Flashlights, batteries

An automotive battery manufacturer seeks a joint venture to set up plant for production of flashlight cases, largely for export. The firm, established in 1964, now has 50 employees and is controlled by an entrepreneur who also is the sole owner of a pharmaceutical facility, employing 120 people. **IR 17.**

3751 Motorcycles

An assembler of motorcycles from imported parts seeks joint venture or license arrangement with U.S. firm to produce parts locally. Engines would continue to be imported. It is estimated that approximately 40,000 completed units will be made in 1965, 1966 from imported and locally-produced parts. Firm reports sales in 1964 of $200,000, and estimates 1965 sales to be $300,000. **IR 12.**

Israeli firm asks U.S. help in electronic controls field

An Israeli manufacturer of electrical incubators and distributor of agricultural equipment seeks diversification in the electronics controls field through a joint venture arrangement with an experienced U.S. firm.

The U.S. company is asked to provide technical assistance through a training program.

A new division headed by an electronic engineer is planned by the Israeli firm, reportedly established in 1947, and, representing several foreign companies in Israel.

Write: Modern Equipment, Ltd., P.O. box 125, Haifa, Israel. WTD.

Peru exempts printing paper from certain taxes

Peru has exempted imported paper for printing scientific, literary, art and educational books from taxes imposed by Laws 14729 (additional 10% import tax) and 15223 (5% sales tax).

The 10% import tax was imposed on most commodities in 1963, and was subsequently incorporated into the present tariff, effective August, 1964. Regulations implementing the new law will be issued by the Executive Branch of the Peruvian Government.

Investment Assistance

Firms responding to investment opportunities listed in this section may wish to inform the Bureau of International Commerce of their action in order that follow-up assistance can be extended where appropriate. Notification can be by postcard or simply a carbon of the letter addressed to the foreign firm. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by writing BIC-8620, Department of Commerce, Washington, D.C. 20230.

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce, (BIC-8120) Rm. 6059B, Department of Commerce, Washington, D.C. 20230.

Special assistance is available to firms wishing to further their own joint venture and licensing interests abroad by calling Area Code 202, WO 7-4065 or by writing BIC-8630, Rm. 1520, Department of Commerce, Washington, D.C. 20230.

Ceylon's telecommunications program needs foreign help

The Government of Ceylon plans to expand and modernize telecommunications services outside the greater Colombo area and is interested in obtaining foreign financial and technical assistance in the project.

Implementation of the three-phase plan is estimated to cost between $21 and $25 million with the foreign exchange component amounting to around $14.7 million.

Expansion and modernization of the greater Colombo area's telecommunication system was financed by a United Kingdom loan of approximately $7 million is near completion. To obtain further information and complete details on requirements for bidding, **write:** Ministry of Public Works, Posts and Telecommunications, Transworks House, Colombo, Ceylon.

3 U.S. companies invest $8.8 million in Peruvian housing

Project to provide moderate-cost homes for Government employees

Three U.S. companies are investing $8.8 million in a housing project for 1,352 families in Lima, Peru.

The New England Mutual Life Insurance Company of Boston, the Bankers Life Insurance Company of Des Moines, and Teachers Insurance and Annuity Association of New York are making a 20-year loan-investment in the project, sponsored by VIPSE, a national nonprofit association of Peruvian Government employees. VIPSE will provide its members with adequate housing at moderate cost.

In the largest housing investment guarantee issued for Peru, the Agency for International Development has insured the U.S. investment 100%. The investors will pay AID a 1% premium on the outstanding balance of funds covered by the guaranty. The project will be administered for the companies by the Housing Bank of Peru, an autonomous Government agency.

The Peruvian Government has also guaranteed the loan as a full faith and credit obligation.

The project will consist of two and three-bedroom single family units ranging in price from $6,083 to $9,653, with a 10% down payment. The homebuyers will provide the building sites. Members of VIPSE have already entered into sales contracts for all the units, which will occupy a 146-acre site on the outskirts of Lima.

Senegal Government seeks meat canning joint venture

The Government of Senegal seeks participation of U.S. meat packing companies in a proposed joint venture to build a meat canning plant.

Reportedly, the plant expects to process 10,000 tons of beef a year and produce corned beef and luncheon meats.

A French packing firm, participating in the venture, is currently preparing a feasibility study on the project.

Write: Louis Alexandrenne, Director of Industry, Ministry of Commerce, Industry and Artisanat, Dakar, Senegal.

World Trade Opportunities pages 44-52

Ecuador seeks construction bids on military hospital

Ecuador's Ministry of National Defense is inviting bids on the construction of an Armed Forces Military Hospital (Hospital Militar de la Fuerzas Armadas) at Quito. The tender No. is Licitation No. 1.

Bid deadline is 4 p.m. April 1. Bids, preferred in Spanish, should be submitted to: La Presidencia de la H. Junta de Defensa Nacional, Ministerio de Defensa Nacional del Ecuador, Quito, Ecuador.

A set of the specifications and the installations to be made may be obtained from the La Presidencia upon payment of U.S. $277 (5,000 sucres), plus $5 for airmail charges.

Some of the works and installations are preparing the site, including temporary offices and hygienic and water facilities; excavation, filling and grading at the site. The specifications also call for reinforced concrete construction, masonry and carpentry. Materials needed include doors, windows, elevator and stairwells, stairways and other apertures; building hardware for the aforementioned; electrical installations; communications systems such as telephone, intercom, alarm, public address; plumbing, air conditioning, heating and oxygen supply systems; painting; window glass and related accessories.

A copy (not for loan) of the project specifications, in Spanish, can be examined in Rm. 4014, Building Materials and Construction Industries Division, U.S. Department of Commerce, Washington, D.C.

Prequalifications requested by Japan for construction of expressway section "B"

The Japan Highway Public Corp. (known as Nihon Doro Kodan) internationally invites interested bidders' prequalification documents on the construction of another section (Project "B") of the Tokyo-Nagoya Expressway.

Prequalification documents must be submitted by March 18 to the Contract Section, Procurement and Right-of-Way Department of the head office of the Nihon Doro Kodan, 1-13, 1 chome, Shimbashi Minato-ku, Tokyo.

Contractors experienced in expressway construction may obtain a copy of the announcement of International Bidding, Project "B", and a copy of "Information Forms for Prequalification of Applicants for Bidding of Tokyo-Nagoya Expressway Construction Work" from the Building Materials and Construction Industries Division (6460), U.S. Department of Commerce, Washington, D.C. 20230.

Elevators to be installed in El Salvador hospital

The Construction Engineer of the Social Security Institute of El Salvador, Administrative Building, Third Floor, San Salvador is issuing a tender for the supply and installation of elevators in the General Hospital.

Bid deadline is April 11.

Qualifying formulas, general plans, and specifications may be obtained from the above address, free of charge.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

082 Forest nurseries, tree seed gathering, extracting

AUSTRIA—Blue spruce seed. Karl Hofinger (tree nursery), Fornacher Strasse 20, A-4870 Voecklamarkt. WTD 2/10/66.

151 General building contractors

● **IRAQ**—Supply and construction of Neshwa water supply scheme, Basra Liwa. Tender No. 10, bid deadline April 12. Terms, specifications and drawings available for U.S. $42 per set plus $1.50 airmail charges from Directorate General of Planning & Design, Ministry of Municipal & Rural Affairs, Baghdad. One set of documents and drawings available for examination in the Building Materials & Construction Industries Division, Rm. 4014, U.S. Department of Commerce, Washington, D.C.

● **LIBYA**—Construction of 350 houses for Barce Reconstruction Organization. Specifications and conditions available for nonrefundable fee of 40 Libyan Pounds (U.S. $112). An initial guarantee for 2% of tender value must accompany each tender; successful bidder will increase final guarantee to 5% according to specified conditions. Mail bids in sealed envelopes marked *"Construction of 350 houses"* before 11 a.m. March 23 to the Barce Reconstruction Organization, Sharia Omar Mukhtar No. 54, Benghazi.

162 Heavy construction, except highways & streets

● **LIBYA**—Construction of 291 water reservoirs in southern Mohafazati. Government tender is divisible with respect to each area; deadline 10 a.m. March 28, Tender No. 829. Terms and specifications available for U.S. $14 from Office of Soil & Water Conservation Dept.,

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Lousac-Sogn Building. Phone: 272-6331.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.

BALTIMORE, MD., 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts. Phone: PLaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, 505 Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: 842-3208.

CHARLESTON, S. C., 29403, Suite 631, Federal Bldg., 334 Meeting St. Phone: 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 6022 U.S. Federal Bldg. and Court House, 2120 Capitol Ave. Phone: 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4630.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 16407 Fed. Bldg., 20th & Stout Sts. Phone: 297-3246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 509 Grand Avenue. Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N.C., 27402, Room 412, U.S. Post Office Bldg. Phone: 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 585-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 208 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: FRanklin 4-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, Room 2028, Federal Bldg., 300 Booth St., Phone: 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 2235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 11464, Federal Bldg., 450 Golden Gate Ave. Phone: 556-3864.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: 583-5615.

Tripoli. Bidder must submit guarantee for $1,400 on required form, valid for three months, in sealed envelope marked with tender subject and number to the Secretary, Central Tenders Board, Ministry of Finance, Sharia Shatt, Tripoli. Bidder should also submit trade registration number, issuing authority, type of work licensed for. Successful bidder will be required to deposit 10% of bid value.

201 Meat products

GERMANY—Canned meats, sausages, poultry. Importing distributor and sales agent requests quotations cif Hamburg. In lots of several thousand cartons. Grades I and II. Josef Puxbaumer, Grossmarkt Bayenthal, Postfach 51, 5 Koeln. WTD 2/4/66.

ITALY—Sausage casings, hog and sheep. Alfredo Guglielmino (importer, wholesaler), 113 Via Conte Ruggero, Catania, Sicily. WTD 2/9/66.

SPAIN—Canned meats and meat products. Direct purchase and exclusive agency for Spain. Finlandesa de Alimentacion, S.A. (manufacturer, importer, wholesaler, agent), Loreto 10, Barcelona 15. WTD 11/15/65.

203 Canning, preserving foods

GERMANY—Canned fruits, vegetables. Canned meat, poultry. Dried fruits. Deep frozen meat, poultry, fruit, vegetables. Requests quotations cif Hamburg or Antwerp. Koch & Mann GmbH. (importer, manufacturer, wholesaler), 20 Bayreuther Strasse, 56 Wuppertal-Elberfeld. WTD 2/11/66.

Canned fruits and vegetables of all kinds. Importing distributor and sales agent requests quotations cif Hamburg. In lots of several thousand cartons. Grades I and II. Josef Puxbaumer, Grossmarkt Bayenthal, Postfach 51, 5 Koeln. WTD 2/4/66.

SPAIN—Canned fruits and vegetables; canned fish, crustacea, mollusks. Direct purchase and exclusive agency for Spain. Finlandesa de Alimentacion, S.A. (manufacturer, importer, wholesaler, agent), Loreto 10, Barcelona 15. WTD 11/15/65.

204 Grain mill products

NEPAL—Hard winter wheat flour, biscuit-baking quality; 200 metric tons. Requests quotations via cable, prices cif Calcutta. Immediate shipment desired. Project to be Government-financed in view of urgent need. Nebico Pvt. Ltd., POB 261, Bhotahity, Kathmandu.

209 Food preparations

CEYLON—Mutton tallow for use in weaving and finishing mill. Purchase & Sales Officer, National Textile Corp. (State corporation), 56 Horton Place, Colombo 7.

GREECE—Soybean oil, soybean meal. Direct purchase and/or agency. Pepo Is. Joseph & Son (importer, wholesaler, sales agent), 12-14 Mitropoleos St., Athens. WTD 8/18/65.

TAIWAN—Margarine and shortening. Fu Mei Co., Ltd. (importer), 29 Section 2 Yenping North Rd., Taipei. WTD 12/3/64.

221 Broad woven fabric mills, cotton

● **NEW ZEALAND**—Fabric, white, 60-65% polyester fiber and 35-40% combed mercerized cotton, 36″ wide, about 5-6 oz., twill or equivalent, sanforized, suitable for nurses' uniforms, 40,000 yd. Tender No. 17/3/517, bid deadline March 17. Director-General of Health, P.O. Box 5013, Wellington.★ (Telephone 202-WO 7-5238).

229 Textile goods

FRANCE—Lace table covers, to be sold as "de luxe" giftware. Damay, Sarl (importer, dealer), 5 bis, Rue Martel, Paris 10e. WTD 12/2/65.

230 Apparel

AUSTRIA—Sportswear for men and women. Direct purchase and agency. "Jackson-Clothing", Kurt D. Bruehl (manufacturers' representative, importer), Werdertorgasse 11, A-1010 Vienna. WTD 10/21/64.

231 Men's, youths', boys' suits, coats, overcoats

KUWAIT—Men's ready-made suits. Safwan Trading & Contracting Enterprises (importer), P.O. Box 1521, Kuwait. WTD 11/18/65.

238 Apparel, accessories

AUSTRIA—Leather belts. Direct purchase and agency. "Jackson-Clothing", Kurt D. Bruehl (manufacturers' representative, importer), Werdertorgasse 11, A-1010 Vienna. WTD 10/21/64.

242 Sawmills, planing mills

ITALY—Douglas fir, hemlock. Soc. Ind. Kriza di Crico Lorenzo & C. (manufacturer), Via Vicolo Nuovo 13, San Dona di Piave (Venezia). WTD 2/10/66.

260 Paper products

★★ **VIET-NAM—Trade Investment Mission**

Paper products, e.g., cigarette paper, poster paper, cellophane, manifold paper; plywood; hardboard; newsprint. Ets. Vo Van Van (importer), 201-211 Bd. Nguyen-thai Hoc, Saigon. TM 11-18.

261 Pulp mills

GREECE—Wood pulp, mechanical and chemical. Direct purchase and agency. Pepo Is. Joseph & Son (importer, sales agent), 12-14 Mitropoleos St., Athens. WTD 8/18/65.

262 Paper mills

FRANCE—File folders (office supplies). Direct purchase and agency. Etablissements P. Bourgeois—Roger Crommen (manufacturer, wholesaler, importer), 22 Avenue d'Italie, Paris 13e. WTD 2/7/66.

264 Converted paper, paperboard products

FRANCE—Paper envelopes, printed or unprinted; cellophane adhesive tapes; eyelets; labels; Manila folders. Direct purchase and agency. Etablissements P. Bourgeois—Roger Crommen (manufacturer, wholesaler, importer), 22 Avenue d'Italie, Paris 13e. WTD 2/7/66.

SPAIN—Stationery of all kinds, including tablets, related products. Direct purchase and exclusive agency for Spain. Enrique Gil Soriano (importer, agent, manufacturer, wholesaler), Lepanto 264-266, Barcelona 13. WTD 11/19/65.

281 Industrial chemicals

AUSTRALIA—Polyvinylidine granules for manufacturing PVCD film for sausage casings. Oppenheimer Casing Co. (wholly-owned U.S. subsidiary), 247 George St., Sydney, N.S.W.

FRANCE—Raw materials and basic products for paint and varnish industry, such as organic and inorganic pigments, synthetic organic dyes, colors, crude chemicals, and related lines. Agency. Potential direct purchasers. Peintures du Lauragais, S.A. (manufacturer), Place du Niger, 33 Toulouse, Haute-Garonne. WTD 2/17/66.

282 Synthetic materials

AUSTRALIA—Casings of polyvinylidine, for use in production of soft goods, i.e., sausages, etc. Sample of type material desired available on loan from the Trade Opportunities Staff, BDSA-6192, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Oppenheimer Casing Co. (wholly-owned U.S. subsidiary), 247 George St., Sydney.

GREECE—Viscose staple fibers. Direct purchase and agency. Pepo Is. Joseph & Son (importer, wholesaler), 12-14 Mitropoleos St., Athens. WTD 8/18/65.

HONG KONG—Nylon imitation human hair, for use in wig making. Aitken, Vanson & Co., Ltd. (importer, exporter, manufacturer), 804-805 Union House, Hong Kong. Cable: NEKTIA or 7344. WTD in preparation.

283 Drugs

DOMINICAN REPUBLIC—Drugs and cos-

metics. Desires exclusive representation. Oscar A. Renta Negron, C. por A. (importer), Sanchez No. 4, P.O. Box 183, Santo Domingo. WTD in preparation.

KUWAIT—Pharmaceutical preparations. Safwan Trading & Contracting Enterprises (importer), P.O. Box 1521, Kuwait. WTD 11/18/65.

★★ VIET-NAM—Trade Investment Mission

Pharmaceuticals, raw materials for processing and packaging, for distribution in Viet-Nam. Vien-Duoc-Pham Saigon (manufacturer, importer, wholesaler), F5 Nguyen-binh-Khiem, Saigon. TM 11-22.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics, toilet preparations

JAPAN—Deodorizers, air freshener, for institutional use, liquid or solid type (in bulk). Direct purchase and agency. Seitaro Arai & Co., Ltd. (importer, exporter), Tokyo Office, 10-7 Shimbashi 2-chome, Minato-ku, Tokyo. WTD 7/15/65.

285 Paints, varnishes, lacquers, enamels

FINLAND—Everything in the painting line for industry. Company seeks to import for its own account or will act as commission agent. Oy Hohto Ab (importer, wholesale distributor, commission agent), Fabianinkatu 4 B, Helsinki 13. WTD 1/5/66.

302 Rubber footwear

FRANCE—Men's and women's athletic canvas and light summer shoes. Requests replies in French or German. Manufacture de Chaussures "HOKI", S.a.r.l. (importing wholesaler), 11 Route de Haguenau, 67 Ingwiller. WTD 2/15/66.

Athletic canvas and light summer shoes, work shoes. Comptoir General de la Chaussure (importing wholesaler), 7 Rue de la Justice, 68 Mulhouse. WTD 2/16/66.

306 Fabricated rubber products

FRANCE—Office supplies: erasers. Direct purchase and agency. Etablissements P. Bourgeois-Roger Crommen (manufacturer, wholesaler, importer), 22 Avenue d'Italie, Paris 13e. WTD 2/7/66.

314 Footwear

FRANCE—Dress shoes, moccasins, sandals, athletic shoes for men and women. Requests replies in French or German. Manufacture de Chaussures "HOKI", S.a.r.l. (importing wholesaler), 11 Route de Haguenau, 67 Ingwiller. WTD 2/15/66.

Dress and work shoes, athletic and light summer shoes for men, women, children. Comptoir General de la Chaussure (importing wholesaler), 7 Rue de la Justice, 68 Mulhouse. WTD 2/16/66.

322 Glass, glassware

FRANCE—Art and decorative glassware, to be sold as "de luxe" giftware. Damay, Sarl (importer, dealer), 5 bis, Rue Martel, Paris 10e. WTD 12/2/65.

323 Glass products

FRANCE—Ornamental glass used as decorative articles; art objects, "de luxe" articles to be sold as giftware. Damay, Sarl (importer, dealer), 5 bis, Rue Martel, Paris 10e. WTD 12/2/65.

326 Pottery, related products

FRANCE—Vitreous china tableware; art and ornamental pottery ware, to be sold as "de luxe" giftware. Damay, Sarl (importer, dealer), 5 bis, Rue Martel, Paris 10e. WTD 12/2/65.

331 Steel mill products

AUSTRALIA—Stainless steel coils and bars; other industrial ferrous alloys and special-purpose steels, in basic shapes. Direct purchase and agency. William N. Barron Pty. Ltd. (importer, retailer, commission merchant), 183 Beaconsfield St., Revesby, N.S.W. WTD 10/18/65.

FRANCE—Steel staples, wire and cut, for use as office supplies. Direct purchase and agency. Etablissements P. Bourgeois-Roger Crommen (manufacturer, wholesaler, importer), 22 Avenue d'Italie, Paris 13e. WTD 2/7/66.

● **NEW ZEALAND**—Ministry of Works wants supply, fabrication and delivery of approx. 360 long tons galvanized structural steel for West Arm Switchyard, Manapouri Power Project, bid deadline April 26. Instructions for submitting bids and tender documents available from Bechtel Corp., Purchasing Dept. —4545, 220 Bush St., San Francisco, Calif. 94119.

333 Primary smelting, refining of nonferrous metals

● **GREECE**—20,000 kgs. tin ingot (99.75 purity) of DIN 1704. Tender No. 7583, bid deadline April 5. Hellenic State Railways (SEK), Purchasing & Stores Dept., 34 Themistocleous St., Athens.★ (Telephone: 202-WO 7-2298).

334 Secondary smelting, refining of nonferrous metals

FRANCE—Aluminum scraps. Affinerie de Bezons (smelting, casting), 8 Route de Carrieres, Bezons, Val d'Oise (95). WTD 11/30/65.

335 Rolling, drawing, extruding of nonferrous metals

AUSTRALIA—Industrial nonferrous alloys in basic shapes. Direct purchase and agency. William N. Barron Pty. Ltd. (importer, retailer, commission merchant), 183 Beaconsfield St., Revesby, N.S.W. WTD 10/18/65.

FRANCE—Insulated copper and/or aluminum wires for temperatures ranging from 80°F to 1500°F. Institut Superieur des Materiaux de la Construction Mecanique (M. Alfred) (mechanics institute), 4 & 6 Rue Gambetta, St. Ouen, Seine St. Denis (93). WTD in preparation.

342 Cutlery, hand tools, general hardware

FRANCE—Garden hand tools. Direct purchase and agency. Etablissements Jacques Guichard (importer, dealer), 95 Grande Rue, 92 Sevres. WTD 11/26/65.

343 Heating apparatus, plumbing fixtures

ETHIOPIA—Bathroom fixtures and fittings. Requests full details, prices cif Ethiopian ports, terms. Mr. Ibo Noumair, Administrator, National Lottery Administration (Government agency), P.O. Box 290, Addis Ababa.

GERMANY—Armatures for gas and water installations and heaters. Pressure pipes of cast iron or plastic; outlet pipes. Fittings of malleable iron, copper or red brass and sheet zinc. Radiators, oil burners, electric water heaters. Kitchen sink units of stainless steel; wash basins; bath tubs. Requests quotations cif Bremerhaven or Hamburg; replies in German. A. Ringel & Sohn (wholesaler), 63 Giessen/Lahn, Westanlage 36. WTD 12/1/64.

Gas water heaters, for household and industrial uses, capacity 50-300 l/min; cif European ports. Potterton Hei zung GmbH (wholesaler, agent, importer), 2 Hohenstaufenstr., 4 Duesseldorf-Oberkassel. WTD 2/7/66.

● **IRAN**—Purchase 2 units, A and B, of water boilers on basis of c&f Khorramshahr or Bandar Shahpour or Djulfa by public tender. Bid deadline April 23, submit to Iranian Tobacco Monopoly, Tehran, in 2 envelopes, A and B. Envelope A must contain 5% deposit in form of Iranian Treasury Bonds. General conditions, specifications and contract forms available from Design & Programme Dept. of above Tobacco Monopoly.★ (Telephone: 202-967-3601).

ITALY—Taps and faucets. Requests replies in Italian or French. O.M.P. dei Fratelli Paini (manufacturer, exporter), Via Cremosina 34, Pogno (Novara). WTD 2/11/66.

344 Fabricated structural metal products

DUBAI—Semi-finished aluminum products for manufacture of all types of aluminum building materials and furniture; also interested in obtaining technical information on latest designs for such articles. Direct purchase and agency. Arabian Aluminum Co. (importer, retailer, exporter, manufacturer), P.O. Box 1550, Dubai, Trucial States. WTD 2/1/66.

346 Metal stampings

FRANCE—Office supplies: metallic paper fasteners. Direct purchase and agency. Etablissements P. Bourgeois—Roger Crommen (manufacturer, wholesaler, importer), 22 Avenue d'Italie, Paris 13e. WTD 2/9/66.

348 Fabricated wire products

FRANCE—Office supplies: wire paper clips. Direct purchase and agency. Etablissements P. Bourgeois—Roger Crommen (manufacturer, wholesaler, importer), 22 Avenue d'Italie, Paris 13e. WTD 2/7/66.

349 Fabricated metal products

FRANCE—Mail boxes. Direct purchase and agency. Etablissements P. Bourgeois—Roger Crommen (manufacturer, wholesaler, importer), 22 Avenue d'Italie, Paris 13e. WTD 2/7/66.

Valves and hydraulic accessories for automobile industry and machine tools. Direct purchase and agency. Societe Robert Bosch (France) S.A. (importer, dealer), 40 Bld Felix Faure, Chatillon-sous-Bagneux (92). WTD in preparation.

351 Engines, turbines

● **AUSTRALIA**—Design, supply and erection of two 350 MW turbo-generators; associated equipment. Specification No. 65-66/101, bid deadline June 14. State Electricity Commission of Victoria, 22-32 William St., Melbourne, Victoria. One copy of specifications available for review only, not for loan, in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

352 Farm machinery

FRANCE—Lawn mowers; garden tractors. Direct purchase and agency. Etablissements Jacques Guichard (importer, dealer), 95 Grande Rue, 92 Sevres. WTD 11/26/65.

353 Construction, mining, materials handling machinery

● **GREECE**—12 tracklaying type tractors, minimum 200 hp. diesel engine, equipped with hydraulic-operated dozer attachments. Tender No. and bid deadline available at later date. Ministry of National Defense, Military Service of Reconstruction Projects (S.Y.K.E.A.), 72 Vasilissis Sophias St., Athens.★ (Telephone 202-WO 7-5566).

355 Special industry machinery

AUSTRIA—Production machinery used in the manufacture of tape-wound, cut "C", transformer cores. Direct purchase and exclusive agency. Transalpina, Unternehmung fuer Industriebedarf, Elisabethstrasse 8, A-1010 Vienna. Attn.: Ing. Lesnig. WTD 8/20/64.

BRAZIL—Ice cream making and packaging equipment; production 500 kilos daily. Congelados Real Ltda. (manufacturer), Avenida Consul Carlos Renaux 54, Brusque, Santa Catarina. WTD in preparation.

CEYLON—Power looms to manufacture coir carpets. Requests detailed specifications as to nature of yarn used, rate of intake and output of yarn; power, labor, space requirements; 440 volt, 3 phase alternating current is available. Requests quotations fob and cif Colombo. Desires, if possible, samples of products of machines. The Department of Rural Development & Small Industries (State agency), Torrington Square, Colombo 7.

Laminating machinery for laminating tea labels and other ancillary paper products. C. J. S. Fernando, Director, H. W. Cave & Co., Ltd. (importer), P.O. Box 25, Colombo. WTD 2/3/66.

FRANCE—Woodcutting machines. Direct purchase and agency. Etablissements Jacques Guichard (importer, dealer), 95 Grande Rue, 92 Sevres. WTD 11/26/65.

ITALY—Food-freezing machinery and equipment; vacuum sealing and packing machinery for frozen fish. I.C.S., Industria Conserviera Siciliana, S.p.A. (manufacturer, importer), Via Filippo Patti 38, Palermo, Sicily. WTD 2/5/66.

PAKISTAN—Printing machinery and equipment; offset printing machinery and allied equipment. Requests catalogs, quotations c&f, Karachi. Golden Block Works (importer), Golden Chambers, Burns Rd., Off McLeod Rd., Karachi. WTD 2/2/66.

TAIWAN—Textile machinery, new models. China Trade & Development Corp. (importer, exporter), 3rd Fl., Tai An Bldg., 59 Kwan Chien Rd., Taipei. WTD 12/13/65.

★★ **VIET-NAM—**
Trade Investment Mission

Complete line of machinery for production of toothbrushes; estimated value $100,000. Ets. Kol (manufacturer), 51A-53A Hong Bang, Cholon. TM 11-17.

Machinery and equipment for wall tile plant. Output 150,000 sq. in./year. Thien-Thanh Cty (manufacturer), 61/5 Duong Cong-Trong, Saigon. TM 11-20.

356 General industrial machinery

FRANCE—Heating units for industrial purposes. Direct purchase and agency. Requests replies in French. C.A.R.I. (Conditionnement d'Air et Refrigeration Industrielle) (importer, dealer), 50 Bld. Magenta, Paris 10e. WTD 1/18/66.

Hydraulic pumps; geared pumps. Direct purchase and agency. Societe Robert Bosch (France) S.A. (importer, dealer), 40 Bld. Felix Faure, Chatillon-sous-Bagneux (92). WTD in preparation.

357 Office, computing, accounting machines

FINLAND—Check writers, with tangent systems; related office machines. Requests full details, prices, terms. Oy Ultra Ab (importer, wholesaler), Humalistonkatu 13 A 25, Helsinki 25. WTD 11/30/65.

FRANCE—Mailing machine supplies, paper punches, stapling machines, office copying equipment, filing systems, pencil-sharpeners, cellophane tape dispensers. Direct purchase and agency. Etablissements P. Bourgeois—Roger Crommen (manufacturer, wholesaler, importer), 22 Avenue d'Italie, Paris 13e. WTD 2/7/66.

● **GREECE**—8 billing machines, one tape punching machine. Bid deadline March 17. Estimated value $66,670. Piraeus Port Authority, (OLP), Akti Miaouli & II Merarchias Sts. (Lykiardopoulou Bldg.), Piraeus.★ (Telephone: 202-WO 7-2939).

IRAQ—20 electric duplicating machines; 15 color duplicating machines. Tender No. CONT/ORD/41-65, bid deadline March 22. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-2939).

358 Service industry machines

FRANCE—Commercial vacuum cleaners. Direct purchase and agency. Etablissements Jacques Guichard (importer, dealer), 95 Grande Rue, 92 Sevres. WTD 11/26/65.

Refrigeration equipment; air conditioning units; air coolers; water treatment equipment. Direct purchase and agency. Requests replies in French. C.A.R.I. (Conditionnement d'Air et Refrigeration Industrielle) (importer, dealer), 50 Bld. Magenta, Paris 10e. WTD 1/18/66.

PAKISTAN—Sealed refrigerator compressor units. Eastern Refrigeration Co. (importer, manufacturer), Capitol Cinema Bldg., Rawalpindi, West. WTD 2/15/66.

SWITZERLAND—Laying up machines, shirt ironing presses, permanent press system machines. Sacom (importer, wholesaler), Rue Hugi 3, 2500 Bienne. WTD in preparation.

● **VIET-NAM**—300 portable coolers, insulated, all casing, one-piece stain resistant rust and leak-proof interior, capacity 14 gallons, dimension 13½ x 22 x 16". Tender No. 2108-31016, bid deadline March 18. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-2939).

361 Electric transmission, distribution equipment

● **GREECE**—Supply, installation and commissioning of five 3-phase, 50 cycle, oil immersed power transformers of 90 mva, equipped with on load taps changing gear. Tender No. PAP/2301, bid deadline April 13. Public Power Corp., Athens-Piraeus Division, 83-85 Academias St., Athens.★ (Telephone: 202-WO 7-4241).

● 69 miles of 3 core, 22 kv paper insulated cable and miscellaneous joint boxes. Tender No. PAP/2158/2309, bid deadline March 23. Public Power Corp., Athens-Piraeus Division, 83-85 Academias St., Athens.★ (Telephone: 202-WO 7-4241).

● **IRAQ**—Supply and complete installation of materials for two 11 kv overhead feeders. Equipment to include 4-100 kva and 2-50 kva, 3-phase, 50 cycle transformers and associated materials. Tender No. 7, bid deadline March 29. Directorate General of Planning & Design, Ministry of Municipal & Rural Affairs, Baghdad. Copy of specifications available for review only, not for loan, in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

---

362 Electrical industrial apparatus

★★ **VIET-NAM—**
Trade Investment Mission

Two electric generators, 1000 kw. hrs., 220-380 volt, 3 phase, 60 cycle, for stand-by power; for paper mill now in building stage. Nagico Paper Mill (manufacturer), 66 Duong Cong-Ly, Saigon. TM 11-19.

363 Household appliances

FRANCE—Heating units for electric appliances. Direct purchase and agency. Requests replies in French. C.A.R.I. (Conditionnement d'Air et Refrigeration Industrielle) (importer, dealer), 50 Bld. Magenta, Paris 10e. WTD 1/18/66.

JAPAN—Electric disposers for household and commercial use. Direct purchase and agency. Seitaro Arai & Co., Ltd. (importer, exporter), Tokyo Office, 10-7 Shimbashi 2-chome, Minato-ku, Tokyo. WTD 7/15/65.

● **VIET-NAM**—Supply of 80, 8.1 and 11 cu. ft. capacity household electric refrigerators. Tender No. 2104-31016, bid deadline March 16. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-5345).

364 Electric lighting, wiring equipment

● **ECUADOR**—Supply of miscellaneous lightning arresters with ratings ranging from 300 volts to 20 kv, 7.5 kv fuse cutouts and fuse links rated 6 amps. through 50 amps. Bid deadline March 22. Empresa Electrica "Quito" S.A., Casilla No. 473, Quito. Correspondence preferred in Spanish. Specifications in Spanish.★ (Telephone: 202-WO 7-4241).

FRANCE—Floor or table lamps for home decoration, "de luxe" type, to be sold as gift articles. Damay, Sarl (importer, dealer), 5 bis, Rue Martel, Paris 10e. WTD 12/2/65.

Luminary equipment, all kinds. Direct purchase and agency. Arlus (Le Luminaire de Paris) (manufacturer, retailer), 7 Avenue de Clichy, Paris 17e. WTD 1/18/66.

● **IRAQ**—150 green light and 150 yellow light complete electric traffic lanterns operating on 4-volt dry batteries for marking mine field safelane. Tender No. 1 CONT./-DME/3-965, bid deadline April 9. Director

of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-5345).

● **VIET-NAM**—10 ceiling suspended surgical lights, diameter of lamp housing 70 cm with 5 individual reflectors. Lamps to operate on 110 volt, 50 cycle system. Tender No. 2107-31016, March 16. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-4241).

365 Radio, television receiving sets

AUSTRALIA—Prerecorded tapes of non-royalty music, associated equipment, for use in motels, hotels, etc. as background music. L & M Electrics Pty. Ltd. (wholesaler, manufacturer, distributor), 2584 Pacific Highway, Mermaid Beach, Gold Coast, Queensland. WTD 7/6/65.

FRANCE—Radio receivers; radio-phonographs; record players; tape recorders; high fidelity loudspeakers. Direct purchase and agency. Eurocom Electronic S.A. (importer, dealer), 19 Rue Marbeuf, Paris 8e. WTD in preparation.

SWITZERLAND—Hi-fi stereo phonograph equipment. Sacom (importer, wholesaler), Rue Hugi 3, 2500 Bienne. WTD in preparation.

366 Communication equipment

● **CEYLON**—Supply of private automatic branch exchange, 250 telephone sets, associated equipment. Bid deadline April 16. Chairman, Tender Board, Ministry of Defense & External Affairs, Senate Bldg., Colombo.★ (Telephone: 202-WO 7-4823).

● **IRAQ**—16 teleprinters; associated equipment. Tender No. 4/66, bid deadline March 27. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-4823).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

---

367 Electronic components, accessories

FRANCE—All kinds of electronic components, such as specialty resistors for electronic end products, solid state electronic devices, inductors, electronic transformers, capacitors. Societe d'Exploitation du Laboratoire General des Telecommunications (manufacturer, importer, dealer), 4 Rue de Garches, Saint-Cloud, Hauts de Seine 92. WTD in preparation.

GERMANY—Electronic components, semiconductors, electronic equipment, electronic systems. Requests quotations cif European ports. Direct purchase and/or agency. Elektronik Bauelemente GmbH (importer, wholesaler), 26 Bruederweg 46 Dortmund. WTD 2/7/66.

369 Electrical machinery

KUWAIT—Electrocardiograph apparatus. Safwan Trading & Contracting Enterprises (importer), P.O. Box 1521, Kuwait. WTD 11/18/65.

371 Motor vehicles, motor vehicle equipment

FRANCE—Diesel engine fuel pumps. Direct purchase and agency. Societe Robert Bosch (France) S.A. (importer, dealer), 40 Bld. Felix Faure, Chatillon-sous-Bagneux (92). WTD in preparation.

SWITZERLAND—Automotive accessories, all kinds. Sacom (importer, wholesaler), Rue Hugi 3, 2500 Bienne. WTD in preparation.

TAIWAN—Fire department vehicles and fire fighting equipment. China Trade & Development Corp. (importer, exporter), 3rd Fl., Tai An Bldg., 59 Kwan Chien Rd., Taipei. WTD 12/13/65.

381 Engineering, laboratory, scientific, research instruments

IRAQ—Laboratory and scientific equipment for colleges of physics. Direct purchase and agency. Leon Kouyoumdjian & Co. "FIXIT" (importer, wholesaler, retailer, servicing, repairs), Saadun St., Baghdad. WTD 2/3/66.

● **VIET-NAM**—Supply of high temperature electric muffle furnace for laboratory with temperature regulator and transformer; complete set of metallurgical photomicrographic apparatus; air micro-meter, water column type; attachment for PH-meter; attachment for temperature controller; related equipment. Tender No. 2110-31016, bid deadline March 18. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-2939).

382 Instruments for measuring, controlling, indicating physical characteristics

GERMANY—Electroanalytical instruments for analytical chemistry, including CHN-analyzers, osmometers for low molecular weights. Requests price quotations ex factory. Techmation, Gesellschaft fuer messtechnische Automation mbH. (importer, wholesaler), 12 Bilker Strasse, 4 Duesseldorf. WTD 2/11/66.

● **INDIA**—Supply of one deflection meter and one automatic water level recorder for installation in Kakki Dam. Tender No. HEP 3/1966, bid deadline April 25. Tender documents available, at $0.74 each, from: Additional Chief Engineer, Civil Kerala State Electricity Board, P.O. Box No. 21, Trivandrum 1, India.

383 Optical instruments, lenses

SPAIN—Fresnel and plano-convex lenses. Direct purchase and exclusive agency for Spain. Requests replies in Spanish or French. Lumex, S.A. (manufacturer, wholesaler, importer), Paris 194, Barcelona 11. WTD 1/14/66.

384 Surgical, medical, dental instruments

DENMARK—Hospital equipment, disposable hospital supplies, dental equipment. Direct purchase or agency. Holtman Rontgen A/S (importing agent), 21 Sobakken, Copenhagen-Charlottenlund. WTD 2/14/66.

FINLAND—Disposable hypodermic syringes; requests descriptive literature, price lists. Direct purchase or agency. Tam-Trading Oy (importer, wholesale distributor, commission agent), Vuorikatu 20, Helsinki 10. WTD 11/26/65.

FRANCE—Dental supplies: alloys, amalgams, cement, enamels, plaster, wax. Les Matieres Plastiques & Fournitures Dentaires S.A. (manufacturer, wholesaler, retailer, importer), 4 Rue Blondeau, 92 Boulogne Billancourt. WTD 11/30/65.

Lasers. Les Procedes Marcel Locquin (manufacturer, importer, agent), 38 Avenue George V, Paris 8e. WTD 12/2/64.

● **VIET-NAM**—One surgical lamp to be operated suspended on platform, 110/220 volts, 50 cycles, a.c. Tender No. 2106-31016, bid deadline March 16. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-2939).

● Supply of 200 sterilizers for compresses, bandages, etc., also 400 sterilizers for instruments, various shapes and dimensions. Tender No. 2109-31016, bid deadline March 18. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-2939).

385 Ophthalmic goods

SPAIN—Ophthalmological apparatus, material, instruments and equipment in general. Direct purchase and exclusive agency for Spain. Wolfgang M. Bloss (importer, wholesaler, retailer, agent), San Eusebio 63, Barcelona 6. WTD 2/9/66.

386 Photographic equipment

NETHERLANDS—Photocopying equipment, especially advanced types such as electrostatic system; light sensitive materials and equipment. Direct purchase and/or agency. Quote cif Rotterdam prices. Noteboom's Handelsonderneming C.V. (importer, wholesaler, exporter, agent), 10 Coolsingel, Rotterdam. WTD 5/25/65.

Cameras, projectors, enlargers and accessories, viewers, light-sensitive materials, all types. Direct purchase and agency. N. V. Foto-en Projectiegroothandel Erven Dr. A. H. C. van Senus (importer, exporter, wholesaler), Polanenstraat 39, Rotterdam 16. WTD 1/31/66.

● **PAKISTAN**—Supply of projector, 16 mm. film No. 4 with spare parts; projector, opaque type; projector, overhead; record player, tape recorder, etc. Tender No. S-11/262/65-66/C/IDA, bid deadline May 5. Complete tender documents, at $2.10 per set, may be obtained from The Director of Supply, Government of East Pakistan, Directorate of Supply, 48 Motijheel Commercial Area, Dacca 2. One copy for consultation only available in office of Consulate General of Pakistan, 12 East 65th St., New York 21, N.Y.

SWITZERLAND—Microfilm equipment, all kinds, including cameras, readers, developing and copying equipment, 16 and 35 mm films. Also interested in secondhand, surplus, reconditioned microfilm equipment. Mikrofilma, Thierstein & Co. (importer, distributor), Amthausgasse 4, 3000 Bern. WTD in preparation.

387 Watches, clocks, parts

AUSTRIA—Clocks, watches, watch bracelets. Direct purchase and agency. Ostersetzer & Co. (importer, wholesaler, manufacturers' representative), Parkring 16, A-1015 Vienna. WTD 2/10/66.

391 Jewelry, silverware, plated ware

AUSTRIA—Watch bracelets. Direct purchase and agency. Ostersetzer & Co. (importer, wholesaler, manufacturers' representative), Parkring 16, A-1015 Vienna. WTD 2/10/66.

FRANCE—Silver table cutlery; silver, nickel silver, stainless steel flatware including knives, forks, spoons; toilet ware; cigarette cases, lighters, vanity-cases. To be sold as "de luxe" giftware. Damay, Sarl (importer, dealer), 5 bis, Rue Martel, Paris 10e. WTD 12/2/65.

HONG KONG—Flatware: stainless steel, silver plated, sterling silver. Tung Cheong Trading Co. (importer, exporter), P.O. Box

3646, Hong Kong. Cable: "Post Box 3646." WTD 6/23/65.

395 Pens, pencils, office, artists' materials

FRANCE—Ball point pens; fountain pens; lead pencils; marking devices; carbon paper and inked ribbons for business machines. Direct purchase and agency. Etablissements P. Bourgeois-Roger Crommen (manufacturer, wholesaler, importer), 22 Avenue d'Italie, Paris 13e. WTD 2/7/66.

396 Costume jewelry, novelties, buttons, notions

HONG KONG—Synthetic stone bracelets, necklaces, brooches, cufflinks, tiepins; key chains. Tung Cheong Trading Co. (importer, exporter), P.O. Box 3646, Hong Kong. Cable: "Post Box 3646." WTD 6/23/65.

399 Manufacturing industries

FRANCE—Cigarette holders: "de luxe" articles to be sold as giftware. Damay, Sarl (importer, dealer), 5 bis, Rue Martel, Paris 10e. WTD 12/2/65.

Painters' and wallpaper-hangers' small equipment, tools, supplies such as brushes, trowels, color-matching machines, spray guns, related articles which may complete, but not compete with, U.S. products which firm already handles. Agency. Potential direct purchaser. Peintures du Lauragais, S.A. (dealer, paint manufacturer), Place du Niger (Ramier du Bazacle), 31 Toulouse, Haute-Garonne. WTD 2/17/66.

509 Miscellaneous wholesalers

IRAQ—Field and garden seeds. Requests price lists, catalogs. Baghdad Chamber of Agriculture (semi-governmental agency), Saadoon St., Baghdad.

781 Motion picture production, distribution

PAKISTAN—Commercial feature films. Capital Cine Corp. (importer, distributor), P.O. Box 234, Rawalpindi, West. WTD 2/15/66.

India to electrify dry dock pump house

The Additional Chief Engineer, I.D.A. Projects, Bombay Port Trust (BPT), B.P.T. Administrative Buildings, Ballard Rd., Fort, Bombay 1, has issued tender No. E.46/1965 for replacing the current steam-powered Hughes dry dock pump house with new electrical pumps and equipment.

The contract includes dismantling and removing current equipment and the construction, supply, erection, testing, and commissioning of a new pump house.

Required equipment includes dry dock pumps, pipes, valves and fittings, electrical equipment and necessary controls. The dock is 1,000 feet long, 102 feet wide; capacity of the dry dock is 26,170,000 gallons.

Bid deadline is March 16.

Specifications are available on a short term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-6320, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

Telephone equipment bidders get extension from Colombia

The Empresa Nacional de Telecomunicaciones has extended the bid deadline on tender No. 475 for the supply of telephone exchange equipment from Feb. 28 to April 28. (International Commerce, Jan. 31, p. 35).

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

011 Field crop farms

GREECE—Wheat, hard winter No. 1, moisture 13% maximum per official U.S.A. grain standards; maize; barley. Sales agent wishes to represent U.S. firms for participation in governmental bids. N. G. Sylligardakis, 5 Sofokleous St., P.O. Box 573, Athens. WTD 2/14/66.

221 Broad woven fabric mills, cotton

NEW ZEALAND—Cotton piece goods. Mr. R. B. Oxley, A. Stuart Oxley Ltd. (manufacturers' representative), P.O. Box 5220, Auckland. WTD 2/7/66.

222 Broad woven fabric, mills, manmade fiber, silk

HONG KONG—Nylon and mixed-fabric upholstery materials; expanded vinyl upholstery with knitted fabric back. Mee Tak Co., Ltd. (importer, agent, wholesaler, retailer), P.O. Box 891, Hong Kong. WTD 10/22/65.

230 Apparel

TANZANIA—Ready-made garments, all types, for men, women, children: blouses, skirts, lingerie for women; men's suits, trousers, underwear; children's outerwear. Requests prices, terms of exclusive agency. Hussein Mohamedali (manufacturers' commission representative), P.O. Box 1478, Dar es Salaam. WTD 2/4/66.

232 Men's youths', boys' furnishings

TANZANIA—Neckties, handkerchiefs, cuff links, tie pins, also complete sets. Requests prices, terms of exclusive agency. Hussein Mohamedali (manufacturers' commission representative), P.O. Box 1478, Dar es Salaam. WTD 2/4/66.

251 Household furniture

TANZANIA—P.V.C., plastic, metal and wooden furniture of all types, medium to inexpensive range. Requests prices, terms of exclusive agency, illustrated brochures. Hussein Mohamedali (manufacturers' commission representative), P.O. Box 1478, Dar es Salaam. WTD 2/4/66.

264 Converted paper, paperboard products

HONG KONG—Scenic and picture mural wallpaper and vinyl wallcoverings. Mee Tak Co., Ltd. (importer, agent, wholesaler, retailer), P.O. Box 891, Hong Kong. WTD 10/22/65.

273 Books

ITALY—Books: scientific, technical, cultural. D.E.A., Diffusione Edizioni Anglo-Americane (importer, wholesaler, retailer), Via Lima 28, Rome. WTD 11/30/65.

282 Synthetic materials

SWITZERLAND—Plastics and synthetic materials for building industry. Vanico S.A. (importers, distributors), 30 Avenue Riant-Parc, Petit-Saconnex, Geneva. WTD in preparation.

283 Drugs

AUSTRIA—Newly developed pharmaceutical specialties for distribution in Austria. Needs detailed information for registration with Austrian health authorities. Chemosan-Union Aktiengesellschaft (manufacturer, manufacturers' representative), Koelblgasse 10, A-1030 Vienna. WTD 12/9/65.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics, other toilet preparations

AUSTRIA—Cosmetics; new types of toilet preparations. Requests detailed information on products, prices, terms. Chemosan-Union Aktiengesellschaft (manufacturer, manufacturers' representative), Koelblgasse 10, A-1030 Vienna. WTD 12/9/65.

ITALY—Good quality perfumes, cosmetics, toiletries, related products, including nail varnish and dentifrices. Requests replies in Italian or French. Dagson S.p.A. (wholesaler), 7 Via F. Roncati, Bologna. WTD 2/14/66.

285 Paints, varnishes, lacquers, enamels

SWITZERLAND—Paints, lacquers, varnishes; all types, including plastics. Vanico S.A. (importer, distributor), 30 Avenue Riant-Parc, Petit-Saconnex, Geneva. WTD in preparation.

289 Chemical products

FRANCE—Wall primers and sealers, waterproofing and insulating compounds, interior and exterior wall finishes, anti-hydro wall coatings and special paints for building industry, related building materials. Requests replies in French. Andre Louis Arnaud (sales agent), 126 Avenue Jean-Cordier, 33 Pessac, Gironde. WTD 2/14/66.

307 Plastic products

SWITZERLAND—Plastics for building industry, such as wall coverings, floor coverings. Vanico S.A. (importer, distributor), 30 Avenue Riant-Parc, Petit-Saconnex, Geneva. WTD in preparation.

311 Leather tanning, finishing

CYPRUS—Upper teathers for shoe industry, P. C. Orinos (manufacturers' representative, importer, distributor), 33-35 Pygmalionos St., P.O. Box 1285, Nicosia. WTD 11/30/65.

314 Footwear

TANZANIA—Leather footwear for men, women, children. Requests cif prices, terms of exclusive agency, illustrative brochures. Hussein Mohamedali (manufacturers' commission representative), P.O. Box 1478, Dar es Salaam. WTD 2/4/66.

322 Glass, glassware

TANZANIA—Domestic and hotel glassware, including heat-resisting and unbreakable. Requests cif prices, terms of exclusive agency. Hussein Mohamedali (manufacturers' commission representative), P.O. Box 1478, Dar es Salaam. WTD 2/4/66.

331 Steel mill products

PAKISTAN—Mild steel billets; tin plate, galvanized, plain and corrugated sheets; mild steel sheets; cold rolled strips. Requests quotations c&f Karachi. Alavi Sons Ltd. (importer, manufacturers' agent), Corner House, Preedy St., Karachi. WTD 6/4/64.

Railroad materials: points and crossings, broad gauge and meter gauge; fishplates; fishbolts; dog spikes; hook bolts; rails, steel (B.S.F.F.); bearing plates. Requests quotations c&f Karachi. Guest, Keen & Nettlefolds in Pakistan Ltd. (importer, manufacturers' agent), P.O. Box 228, Bank of India Bldg., Bunder Rd., Karachi. WTD in preparation.

Steel sheets, pig iron, mild steel billets, allied steel items. Requests quotations c&f Karachi. I. & S. Corp. (importer, manufacturers' agent), 2nd Floor, Dada Chambers, Bunder Rd., Karachi 2. WTD 8/11/65.

Railway track materials: steel rails, fishplates, fishbolts, allied items. Requests quotations c&f Karachi. Emzed Engineering Corp. (importer, manufacturers' agent), 20 Corner Chambers, 181 McLeod Rd., P.O. Box 3407, Karachi. WTD in preparation.

342 Cutlery, hand tools, general hardware

FRANCE—Marine hardware, accessories, supplies, including link chains, hinges, clamps, chain fittings, wire ropes, hooks, bolts and nuts, nonferrous fastenings; marine switches, related marine equipment. Agency for France or section thereof. Requests replies in French. Robert Amiand (Ateliers et Chantiers des Sables) (dealer, sales agent), Boite Postale 66, 85 Les Sables d'Olonne, Vendee. WTD 6/11/65.

351 Engines, turbines

AUSTRALIA—Lightweight diesel engines, from 3 hp., suitable for industrial and marine use. D. F. Dodd & Co. (agent), P.O. Box 2180, G.P.O., Sydney, N.S.W. WTD 10/14/65.

FRANCE—Marine engines and motors, diesel and other types; marine generator sets, from light to heavy-duty equipment; for pleasure boats, fishing craft, yachts, and other categories of boats. Replacement parts and services accessories of all kinds. Agency for central France. Requests replies in French. Robert Amiand (Ateliers et Chantiers des Sables) (dealer, sales agent), Boite Postale 66, 85 Les Sables d'Olonne, Vendee. WTD 6/11/65.

353 Construction, mining, materials handling machinery

FRANCE—Road construction and maintenance machinery, all categories: mobile cranes; dump trucks; heavy duty graders; power shovels; concrete mixers; related machinery and equipment for civil engineering, public works and general building contractors. Agency for France or section thereof. Requests replies in French. Robert Amiand (Ateliers et Chantiers des Sables) (dealer, sales agent), Boite Postale 66, 85 Les Sables d'Olonne, Vendee. WTD 6/11/65.

NETHERLANDS—All types of materials handling equipment: industrial trucks, tractors, trailers, and equipment. Moseta Export (sales agent), 10 Barbarossastraat, Nijmegen. WTD 2/9/66.

354 Metalworking machinery

AUSTRALIA—Industrial metalworking machinery and machine tools. William N. Barron Pty. Ltd. (importer, retailer, commission merchant), 183 Beaconsfield St., Revesby, N.S.W. WTD 10/18/65.

Portable electric hammer, drill and breaker for construction use, to compete with standard pneumatic tools. D. F. Dodd & Co. (agent), P.O. Box 2180, G.P.O., Sydney, N.S.W. WTD 10/14/65.

FRANCE—Gas welding equipment. Requests replies in French. Societe L'Electromagnetique (manufacturer, dealer), 5 Rue Regnault, Pantin (Seine St. Denis 93). WTD in preparation.

PAKISTAN—Machine tools: milling machines and lathes. Requests quotations c&f Karachi. Pakman Agencies (importer, manufacturers' agent), El-Markaz, Bunder Rd., Karachi. WTD 2/8/66.

Motor driven bolt and tube screwing machine of modern design and construction, with rigid die head arranged for screwing accurately from ½ to 2" dia., with tangential type chasers. Requests quotations c&f Karachi. Adil Brothers (importer, manufacturers' agent), Baitul Hamd, 140 Bunder Rd., Karachi. WTD 2/3/66.

355 Special industry machinery

AUSTRIA—Wrapping machinery for oranges and other citrus fruit. Aurelio Sergi (agent), 40 Linke Wienzeile, A-1060 Vienna. WTD 2/10/66.

NETHERLANDS—All types of equipment for chicken slaughterhouses. Moseta Export (sales agent), 10 Barbarossastraat, Nijmegen. WTD 2/9/66.

356 General industrial machinery

PAKISTAN—Air compressors, portable and stationary. Requests quotations c&f Karachi. Forbes Forbes Campbell & Co. Ltd. (importer, manufacturers' agent), Ebrahim Bldg., 2 West Wharf Rd., Karachi. WTD 8/26/65.

358 Service industry machines

PAKISTAN—Air conditioners, packaged, room. Requests quotations c&f Karachi. Pakman Agencies (importer, manufacturers' agent), El-Markaz, Bunder Rd., Karachi. WTD 2/8/66.

Refrigeration units, industrial. Requests catalogs, quotations c&f Karachi. Emzed Engineering Corp. (manufacturers' agent, importer), 20 Corner Chambers, 181 McLeod Rd., P.O. Box 3407, Karachi. WTD in preparation.

Air conditioners, packaged, room. Requests catalogs, quotations c&f Karachi. Overseas Distributing Co. (importer, manufacturers' agent), P.O. Box 7342, El-Markaz, 4th Floor, Bunder Rd., Karachi. WTD 1/27/66.

362 Electrical industrial apparatus

FRANCE—Electric welding machinery for plastics processing. Requests replies in French. Societe L'Electromagnetique (manufacturer, dealer), 5 Rue Regnault, Pantin (Seine St. Denis 93). WTD in preparation.

PAKISTAN—Generators, alternating current; 2,000 kw. and over. Parts and accessories. Requests quotations c&f Karachi. International Aviation (importer, manufacturers' agent), Karachi House, McLeod Rd., Karachi. WTD 7/22/65.

363 Household appliances

FRANCE—Small electric household appliances, such as air heaters, bed coverings, blenders, broilers, deep fat fryers, flat irons, food mixers, hot plates, percolators and coffee makers, roasters, toasters, desk and bracket fans, hassock or floor fans. Requests replies in French. France Europe Import, S.A. (importer, dealer), 18 Avenue de Neuilly, Neuilly-sur-Seine. WTD 1/13/66.

366 Communication equipment

PAKISTAN—Transmitters, microwave, transmitters, radio telephone and telegraph. Requests catalogs, quotations c&f Karachi. International Aviation (importer, manufacturers' agent), Karachi House, McLeod Rd., Karachi. WTD 7/22/65.

372 Aircraft, parts

PAKISTAN—Aircraft parts and accessories. Requests quotations c&f Karachi. International Aviation (importer, manufacturers' agent), Karachi House, McLeod Rd., Karachi. WTD 7/22/65.

373 Ship, boat building, repairing

PAKISTAN—Ship and boat parts and components; various kinds of shipbuilding materials. Requests quotations c&f Karachi. Overseas Distributing Co. (importer, manufacturers' agent), P.O. Box 7342, El-Markaz, 4th Floor, Bunder Rd., Karachi. WTD 1/27/66.

381 Engineering, laboratory, scientific, research instruments

PAKISTAN—Instruments and equipment for laboratory and scientific research: complete range of equipment and supplies for laboratories. Requests catalogs, quotations c&f Karachi. I. & S. Corp. (importer, manufacturers' agent), 2nd Floor, Dada Chambers, Bunder Rd., Karachi 2. WTD 8/11/65.

386 Photographic equipment

AUSTRIA—Special photographic equipment, particularly 8 mm and 16 mm film cameras and projectors. Firm supplies retailers and government offices, uses ACME and Supplement, as well as Bentley's Second Phase codes. Cable: LINDAUFFILM, Vienna. Heinz Lindauf, Film-u. Foto-Gross-u. Kleinhandel (importer, wholesaler), Fasangasse 55, A-1030 Vienna. WTD 2/4/66.

FRANCE—Projection screens of standard types and sizes, glass-beaded, for viewing diapositive slides; related accessories; medium-priced articles of good quality desired. Agency for France or section thereof. Ateliers Electro-Mecaniques des Pyrenees (manufacturer), Usine Laubadere, 65 Tarbes, Hautes-Pyrenees. WTD 6/22/65.

394 Toys, amusement, sporting, athletic goods

ITALY—Mechanical toys of new design; educational toys and games. Requests replies in Italian. Roberto D'Amico (manufacturers'

agent), 35 Via Asiago, Catania, Sicily. WTD 2/9/66.

395 Pens, pencils, office, artists' materials

CYPRUS—Artists' colors and waxes, drawing inks, drafting materials. P.C. Orinos (manufacturers' representative, importer, distributor), 33-35 Pygmalionos St., P.O. Box 1285, Nicosia. WTD 11/30/65.

396 Costume jewelry, costume novelties, buttons, notions

ITALY—Good quality costume jewelry. Requests replies in Italian or French. Dagson S.p.A. (wholesaler), 7 Via F. Roncati, Bologna. WTD 2/14/66.

399 Manufacturing industries

TANZANIA—Advertising specialities, novelties, similar items suitable for gifts: cigarette boxes, ash trays, paper type gifts, desk sets, individually packed gift sets of inexpensive quality. Requests prices and samples. Hussein Mohamedali (manufacturers' commission representative), P.O. Box 1478, Dar es Salaam. WTD 2/4/66.

471 Freight forwarding

LIBYA—Seeks representation of U.S. shipping line/services. Abdussalam Gammoudi & Co. (importer, dealer), P.O. Box 141, Sharia Al Rashid, Tripoli. WTD 12/2/65.

Leads for Importers

Commodities are offered direct unless specified

203 Canning, preserving foods

BRAZIL—Heart of palm in 14 or 30 oz. cans, with or without labels; canner desires to contact distributors or well-established agents. Industrias Alimenticias Florida Ltda., Avenida Rio Branco 57, 15° andar, salas 1509/1511, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 9/17/65.

GERMANY—Canned, ready-to-serve soup; dried soup; bouillon paste and cubes; gravy sauces. Direct sale. Seeks representative with exception of Chicago area. Price quotations fob Bremen or Hamburg. Zamek-Handels-Gesellschaft mbH. (manufacturer, exporter), 149-167 Kappeler Strasse, 4 Duesseldorf-Reisholz. WTD 2/14/66.

206 Sugar

BRAZIL—Buying agent desires exclusive representation of American importers in direct purchase of raw sugar from Brazilian Institute of Sugar and Alcohol. Corintal Comercio e Representacoes Ltda., Caixa Postal 2771, ZC-00, Rua Mexico 111, 15° andar, conjunto 1502, ZC-P, Rio de Janeiro, Estado da Guanabara. WTD 2/15/66.

221 Broad woven fabric mills, cotton

FINLAND—Printed cotton towels. Full details available upon request. Luha Oy (manufacturer, exporter), Turku 3. WTD 1/27/66.

222 Broad woven fabric mills, manmade fiber, silk

FINLAND—Draperies and curtains made of Dralon. Full details available upon request. Luha Oy (manufacturer, exporter), Turku 3. WTD 1/27/66.

225 Knitting mills

FINLAND—Ladies' outerwear, ski jackets made of knitted cotton velour, cardigans. Full details available upon request. Luha Oy (manufacturer, exporter), Turku 3. WTD 1/27/66.

229 Textile goods

FINLAND—Linen tablecloths. Full details available upon request. Luha Oy (manufacturer, exporter), Turku 3. WTD 1/27/66.

281 Industrial chemicals

DOMINICAN REPUBLIC—Alcohol for industrial and medicinal purposes. Destileria del Yaque, C. por A. (manufacturer), Apartado Postal 1198, Santiago. WTD in preparation.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics, other toilet preparations

BELGIUM—Perfume, reasonably priced; hair setting lotions. Ets. Lips (manufacturer, exporter, importer), 121 Lange Herentalsestraat, Antwerp. WTD in preparation.

285 Paints, varnishes, lacquers, enamels

GERMANY—Antimony trioxide; sodium titanate. Quotations fob Rotterdam. Seeks representative. Dr. Rickmann & Rappe (manufacturer, exporter), 32 Johann-Classen-Strasse, 5 Koeln-Kalk. WTD 2/15/66.

314 Footwear

SPAIN—Men's hand-sewn dress shoes, moccasin type, box calf leather, leather soles and heels. Antonio Fluxa Figuerola (manufacturer), Alferez Oliver, 48, Inca (Mallorca), Balearic Islands. WTD 2/7/66.

328 Cut stone products

BRAZIL—Black granite blocks, ready to be sawn; desires to give exclusive representation to a well-established agent. Damina Comercio e Representacoes Ltda. (exporter), Avenida Nilo Pecanha 26, 7° andar, sala 713, Rio de Janeiro ZC-P, Estado da Guanabara. WTD 10/6/65.

329 Abrasives, asbestos, nonmetallic mineral products

FRANCE—Refractory and ceramic clay (in bulk, pulverized, or other forms), in bags of 110 lb. each, available for exportation in lots of 20 metric tons; chamotte and kaolinic charge; preferably direct to consuming industries. Societe Generale des Argiles Refractaires (S.O.G.D.A.R.) (wholesaler, exporter), 54 Rue Pierre-Duheim, 33 Bordeaux, Gironde. WTD 4/23/65.

KOREA—Graphite, natural, crystalline concentrates; available in flake grades A, B, C, and D with fixed carbon content 85 to 90% and screen mesh plus 50 to minus 200; 1,000-ton assortment available for immediate shipment; 200 tons per month production. Shiheung Flake Graphite Mining Co., Ltd. (manufacturer, exporter), Rooms 201/203 Han Chang Bldg., 17, 3-ka, Namdaemun-ro, Chung-ku, Seoul. WTD 2/3/66.

331 Steel mill products

BRAZIL—Iron wire nails, made to order, with or without heads, all sizes and thicknesses; direct sale. Sociedade Anonima Marvin (manufacturer), Caixa Postal 497 ZC-00, Avenida dos Democraticos 207, Rio de Janeiro ZC-24, Estado da Guanabara. WTD 2/17/66.

373 Ship, boat building, repairing

NIGERIA—Single screw motor vessel, m.v. "Tafawa Balewa" built in 1960 in United Kingdom to Lloyd's classification 100, A1, maintained in full class, and special survey, completed in January 1964. Brief particulars are: 1 deck, raised quarter-deck; 4 holds, 4 hatches; accommodation for 8 passengers in 4 x 2 berth cabins; British Polar diesel engine type M67T; 11-12 knots; B.H.P. 1850; 8 electric winches, 9 derricks, 8 (3T) 1 (20T); no machinery or grounding damage; vessel carefully laid up since June 1964; last dry docked for routine maintenance August 1965; vessel now lying afloat in Lagos harbor. Further details may be obtained and inspection of the vessel arranged by direct contact with the Secretary, Nigerian Ports Authority (government agency), 26-28 Marina, Lagos.

396 Costume jewelry, novelties, buttons, notions

GERMANY—Jewelry enameled articles of copper, including dishes, trays. Quotations fob Rotterdam. Seeks representative. Dr. Rickmann & Rappe (manufacturer, exporter), 32 Johann-Classen-Strasse, 5 Koeln-Kalk. WTD 2/15/66.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated January.

American Firms, Subsidiaries and Affiliates—Spain.
Dry Goods and Clothing—Importers and Dealers—Norway.
Dry Goods and Clothing—Importers and Dealers—Philippines.
Electronic Equipment, Electron Tubes, and other Electronic Components, and Accessories—Importers, Dealers and Manufacturers—France.
Electronic Equipment for Home Entertainment. Phonograph Records, and Pre-Recorded Magnetic Tapes—Importers, Dealers and Manufacturers—Greece.
Electronic Equipment for Home Entertainment. Phonograph Records, and Pre-Recorded Magnetic Tapes—Importers, Dealers and Manufacturers—Pakistan.
Fruits and Nuts—Importers, Dealers and Exporters—Trinidad and Tobago.
Hardware—Importers and Dealers—Portugal.
Laundry and Dry Cleaning Industry—Republic of South Africa.
Photographic Supplies—Dealers and Photographers—Mexico.

Future Construction

CANADA—A list of firms awarded contracts by various Canadian Government agencies (Transport, Public Works, Defense) during November, December, and January is available on loan to U.S. firms from the Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230.

COSTA RICA—The Government has started plans and engineering studies for **port and transport modernization.** This work is based on an earlier feasibility study prepared in 1954 by the U.S. firm, Transportation Consultants Inc. Financing has not been secured yet. Modernization will include major **dredging, new facilities at Puerto Limon and Puntarenas,** and a high-class **road from Limon to San Jose.**

The National Water and Sewer Service will build **80 water systems** in rural towns, made possible by a $1.3 million Inter-American Development Bank loan. The San Jose water supply master plan, plagued by volcanic-ash changes and engineering problems, is expected to be ready for bidding by mid-1966.

IRAQ—ID 1 = U.S.$2.80). Contract award to Mohammed Makhzoumi, Mirjan Bldg., South Gate, Baghdad for the **reconstruction of the Diyala Weir, Lower Diyala Irrigation Project** (INTERNATIONAL COMMERCE, Feb. 7, p. 30), was signed for ID 1,802,642. Partner of the Iraqi construction firm is Oy Finnish Contractors Ltd. The project, cost about ID 10 million, aims at raising the water level at the head dam by one meter, providing greater water supplies to the Diyala canals.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

ENGLAND—Basil H. Marcuson, Director, Greenhill & Ellis (Eastern) Ltd., Ling House, Dominion St., London, E.C.2, **interested in contacting U.S. manufacturers of optical goods, scientific instruments and marine sporting equipment with view to buying from or representing them in U.K.** March 10 via San Francisco for 7-10 days. c/o Werner S. Chilton, The Banton Corp., 15 California St., San Francisco, Calif. Itinerary: Philadelphia, New York, Chicago. WTD in preparation.

SOUTH AFRICA—A. H. Hofmeyr, Head of the Technical Division, African Oxygen Ltd., P.O. Box 5404, Johannesburg, **interested in purchasing plant and equipment for production of industrial gases and the purchase of cryogenic storage tanks, cryogenic transport tanks, high pressure cylinders for industrial gases, industrial gas equipment.** March 5 via Cleveland for 5 weeks. c/o Coyne Cylinder Co., 224 Ryan Way, South San Francisco, Calif. Itinerary: Cleveland, Dallas, Los Angeles, San Francisco. WTD 2/1/66.

TAIWAN—Lu-jan Tan, Oriental Wood Products & Export Co., 34, Sec. 3 Changshan North Rd. or P.O. Box 22559, Taipei, **interested in selling hand carved furniture, other handicrafts.** Feb. 21 via San Francisco for 6 months. c/o 10921 E. 6th Place, Aurora, Colorado. Itinerary: San Francisco; Denver; Winter Park, Fla.; New York. WTD in preparation.

New Books and Reports

***Taschenbuch des Oeffentlichen Lebens 1965.* Edited by Dr. Albert Oeckl. A handbook of public agencies and services (in German). Fifteenth edition. Published by Festland Verlag G.m.b.H., Bonn. 680pp. DM 22.50 DM 4=$1.**

This compact reference book, which appears annually in May, lists alphabetically the names of over 8,000 of Germany's leaders in government, business, labor, politics, religion, and the arts.

It contains in addition the names and addresses of more than 4,500 federal and state government agencies; business, trade, and industrial associations; religious, labor, and professional organizations; political parties; and organizations in the fields of broadcasting, journalism, publishing, and art. It is a very useful guide for anyone dealing with Germany.

Write: Festland Verlag G.m.b.H., Bonn, Federal Republic of Germany.

***Foreign Agricultural Trade.* Edited by Robert L. Tontz. Iowa State University Press, Ames. 499 pp. $7.50.**

By assembling the writings of leading theorists and practitioners of U.S. foreign agricultural trade, the author attempts to show how international trade theory can be improved, reviews new viewpoints on trade policy, discusses trade programs such as the food for peace operation, analyzes trade restrictions such as nontariff barriers, evaluates trade stabilization through international commodity agreements, and appraises the effectiveness of GATT on trade expansion.

Write: Iowa State University Press, Press Building, Ames, Iowa 50010.

For sale

International Customs Journals, previously available to U.S. exporters only on a loan basis, can now be purchased for permanent use. A listing of the journals which are currently available appears on page 19.

***Overseas Business Reports.* U.S. Dept. of Commerce, Washington. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Washington, D.C. 20402.**

Industrial Equipment Industries in France. OBR 66-3. 13pp. Reviews production and trade of France's industries producing agricultural machinery and equipment, railroad motive power and rolling stock, machine tools, and general industrial machinery and equipment.

Basic Data on the Economy of Tanzania. OBR 66-4. 17pp. Gives general information on Tanzania's geography and population, economic structure, agriculture, minerals, manufacturing, communications and transport, power, financial structure, the Government's role in the economy, and foreign trade.

U.S. Imports of Free and Dutiable Goods and Average Rates of Duty, 1962-64. OBR 66-5. 16pp. Tables break down the U.S. import record by commodity and country of origin.

***Official Yearbook of New South Wales: No. 58.* By K. Davison. Published by New South Wales Bureau of Census and Statistics, Nov. 1965. 1,064pp. Approx. $45.25 (ppd.).**

The latest in this yearly series published by the Government of New South Wales is an exhaustive compilation of statistics on every aspect of the economy of one of Australia's leading provinces. Its eight sections cover: general background on history, geography, climate and government; population and vital statistics; marketing and consumption of food, prices, retail trade and labor practices; social conditions; foreign trade, transportation and communication; factories and mining.

Write: Deputy Commonwealth Statistician, Bank House, 309-315 George Street, Sydney.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1966—201-960/34

Calendar *for international traders*

ATLANTA—Mar. 10—Export Conference, Field Office. Sponsors: Atlanta Field Office, Department of Commerce; REEC.

ATLANTA—Mar. 24—Export Conference, Field Office. Sponsors: Atlanta Field Office, Department of Commerce; REEC.

BAKERSFIELD, CAL.—Mar. 11—Export Expansion Seminar, 9:30 a.m., Chamber of Commerce. Sponsors: Chamber of Commerce; Los Angeles Field Office, Department of Commerce.

BELLEVILLE, ILL.—Mar. 8—Export Workshop, Chamber of Commerce. Sponsors: REEC; St. Louis Field Office, Department of Commerce; World Trade Club; Chamber of Commerce.

BOSTON—Mar. 15-18—2nd Annual New England Industrial Trade Show, Suffolk Downs, East Boston. Speaker: (Mar. 15, 11 a.m.) **Secretary of Commerce John T. Connor.** Export and Import Seminar (Mar. 18, 10 a.m.). Sponsor: Boston Herald Traveler.

CAMBRIDGE, MASS—Mar. 10—International Trade Assn. of New England, Inc., Charter House Hotel.

CEDAR RAPIDS, IOWA—Mar. 15—Foreign Trade Bureau of Chamber of Commerce, monthly meeting, 6 p.m., Roosevelt Hotel.

CHARLOTTE, N.C.—Mar. 24-25—Export Sales Workshop, University of North Carolina at Charlotte. Speaker: **E. E. Schnellbacher, Bureau of International Commerce.** Sponsors: REEC; Chamber of Commerce; Greensboro Field Office, Department of Commerce.

CHICAGO—Mar. 8—Fifth Annual Seminar on Principles and Techniques in Exporting, first of seven weekly sessions, 6-8:15 p.m., Midland Hotel. Sponsor: International Trade Club.

CHICAGO—Mar. 8—Automotive Exporters' Club, Builders Bldg.

CHICAGO—Mar. 15—Meeting for Exporters, Field Office.

CHICAGO—Mar. 15—International Trade Club on "Principles and Techniques in Exporting", 6 p.m., Midland Hotel.

CHICAGO—Mar. 17—International Trade Club Luncheon, LaSalle Hotel.

CHICAGO—Mar. 22—International Trade Club on "Principles and Techniques in Exporting," 6 p.m., Midland Hotel.

CHICAGO—Mar. 29—International Trade Club on "Principles and Techniques in Exporting," 6 p.m., Midland Hotel.

CLEVELAND—Mar. 16—Workshop on "How to Sell Overseas", 1st of nine weekly sessions, 8-9:50 p.m., Western Reserve University, Newton D. Baker Bldg. Sponsors: Western Reserve University; REEC; Cleveland Field Office, Department of Commerce.

CRANSTON, R.I.—Mar. 14—Annual Rhode Island World Trade Conference, Colony Motor Inn.

DALLAS—Mar. 30—Export Workshop, Field Office. Sponsors: REEC; Dallas Field Office, Department of Commerce.

DALLAS—Mar. 30—Export Workshop, Field Office. Sponsors: REEC; Dallas Field Office, Department of Commerce.

DES MOINES—Mar. 16—Export Workshop, 2 p.m., Chamber of Commerce. Sponsors: Des Moines Field Office, Department of Commerce; Chamber of Commerce; REEC.

FORT WORTH—Mar. 15—Chamber of Commerce IOGA Trade Mission to Central America briefing in conjunction with World Trade Seminar of Economic Expansion Institute. Speaker: **Roy Gootenberg, Bureau of International Commerce.** Sponsors: Chamber of Commerce; Dallas Field Office, Department of Commerce.

HONOLULU—Mar. 10—Export Workshop, Field Office. Sponsor: Honolulu Field Office, Department of Commerce.

INDIANAPOLIS—Mar. 17—Indianapolis Export Expansion Workshop, Chamber of Commerce. Speaker: **Roy L. Morgan, Director, Office of Field Services.**

JACKSONVILLE, FLA.—Mar. 22—Export Conference, 2 p.m., Field Office. Sponsor: Jacksonville Field Office, Department of Commerce.

KANSAS CITY, KAN.—Mar. 22—Workshop for New Exporters, Town House Hotel. Sponsors: Kansas City Field Office, Department of Commerce; REEC; Chamber of Commerce.

KANSAS CITY, KAN.—Mar. 24—Workshop for New Exporters, Town House Hotel. Sponsors: Kansas City Field Office, Department of Commerce; REEC; Chamber of Commerce.

KANSAS CITY, MO.—Mar. 8—Meeting for New Exporters, 12 noon, Prom Motel. Sponsors: Kansas City Field Office, Department of Commerce; REEC; International Trade Club.

KANSAS CITY, MO.—Mar. 10—Workshop for New Exporters, Federal Office Bldg. Sponsors: Kansas City Field Office, Department of Commerce; REEC.

LOS ANGELES—Mar. 25—Export Expansion Seminar, 9:30 a.m., Field Office.

MEMPHIS—Mar. 10—Export Workshop on Procedures, Federal Office Bldg. Sponsors: Memphis Field Office, Department of Commerce; REEC.

MEMPHIS—Mar. 15 and 17—Export Seminar on "The Caribbean and Central America", 7-9 p.m., Board of Education Bldg. Sponsors: Memphis Vocational Education Division; Mid-South Exporters' Roundtable; Memphis Field Office, Department of Commerce, REEC.

MEMPHIS—Mar. 16—Mid-South Exporters' Roundtable, Hotel King Cotton.

MINNEAPOLIS—Mar. 9—Export Conference, Field Office. Sponsors: Minneapolis Field Office, Department of Commerce; REEC.

NEW YORK—Mar. 7—"Profits in Exports" Seminar, International Electrical Industry Show, New York Coliseum. Sponsors: International Electrical Industry Show; New York Field Office, Department of Commerce.

NEW YORK—Mar. 9—Export Training Course, 1st of seven weekly sessions, Long Island University, Brooklyn. Sponsors: College of Business Administration, Long Island University; New York Field Office, Department of Commerce; REEC.

NEW YORK—Mar. 10—Overseas Automotive Club, 12 noon, Prince George Hotel.

NEW YORK—Mar. 17—FCIB Industry Group, Drug, Chemical & Food Export Club, meeting, 12:15 p.m., Advertising Club. Sponsor: Foreign Credit Interchange Bureau.

NORMAN, OKLA.—Mar. 21-26—International Trade/Marketing Course, graduate level, Oklahoma Institute for Continuing Studies, University of Oklahoma. Sponsors: Intstitute for Continuing Education; REEC; Oklahoma City International Trade Club; Dallas Field Office, Department of Commerce.

PITTSBURGH—Mar. 15—Export Workshop, Field Office. Sponsors: Pittsburgh Field Office, Department of Commerce; REEC.

PITTSBURGH—Mar. 29—Export Counseling Program, 1-5 p.m., Chamber of Commerce. Sponsors: REEC; World Trade Council, Chamber of Commerce.

SAN JUAN, P.R.—Mar. 11—International Finance Seminar. Sponsors: Banco Popular; REEC; Export-Import Bank.

ST. LOUIS—Mar. 22—Export Workshop, Anheuser-Busch, Inc. Sponsors: REEC; St. Louis Field Office, Department of Commerce; World Trade Club.

ST. LOUIS—Mar. 24—Annual Joint Dinner Meeting of World Trade Club and Assn. of Credit Management, Holiday Inn.

WACO, TEX.—Mar. 9—World Trade Seminar. Sponsors: Chamber of Commerce, Texas Industrial Commission; REEC; Dallas Field Office, Department of Commerce.

UNITED STATES
GOVERNMENT PRINTING OFFICE
DIVISION OF PUBLIC DOCUMENTS
WASHINGTON, D.C. 20402

OFFICIAL BUSINESS

UNIVERSITY MICROFILMS INC
313 N FIRST STREET
ANN ARBOR MICHIGAN
CR MAY

FEES PAID
RINTING OFFICE

ss Mail

1011

PUBLICATIONS DEALING WITH

WORLD TRADE

The latest free Checklist tells—
☐ What they are ☐ How to get them ☐ Where to get them

Send for yours today

Publications Division, BIC-2020
U.S. Department of Commerce
Washington, D.C. 20230

Gentlemen:

Please put my name on your mailing list to receive the **Checklist of International Business Publications** when it is issued.

Firm .....

Person's name .....

Street address .....

City, state and zip code .....